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Be a Fantastic Realtor: Sell More Real Estate by Understanding Your Clients Wants and Needs

By Gail Cassidy

Createspace, United States, 2013. Paperback. Book Condition: New. 222 x 148 mm. Language: English . Brand New Book ***** Print on Demand *****. Be a Fantastic Realtor is a simple little book filled with tips on the basics of human relation and communication skills. Everyone wants to feel special, and when making a huge real estate investment, your clients need to be made to feel special. Know that your clients mirror you. They reflect what they see, hear, and feel from you, the person they want and need to trust. Positive attitudes are catching. No matter how unsettled or trying a client may be, it is worth being patient and understanding. All of the principles mentioned only work when combined with that special ingredient called sincerity. Otherwise, they would be tools of manipulation, which, when discovered, could work against a successful sales transaction. Read your copy and highlight those tips which you want to master in order to be a master real estate agent. Enjoy!.



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