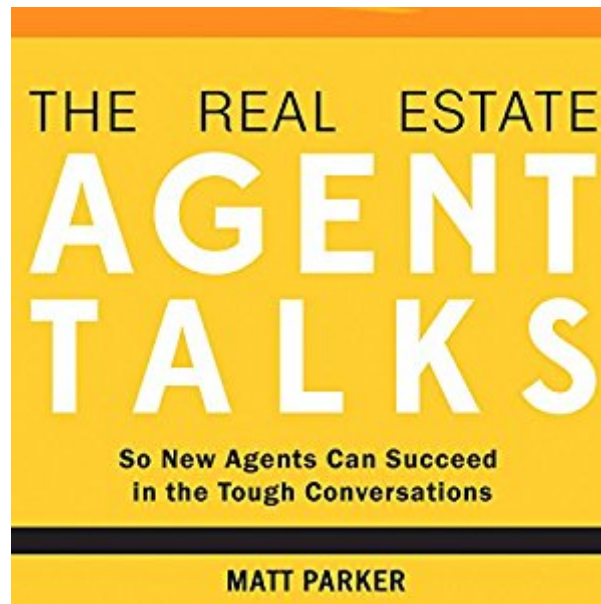


The book was found

The Real Estate Agent Talks: So New Agents Can Succeed In The Tough Conversations



Synopsis

For new Real Estate Agents and Real Estate Agents in their first year! A quick, simple education for the most important conversations you will have in your first year including: Your Commission Split
Choosing your company
Preparing buyers for the inspection
Explaining the right price to sellers
Negotiation with top agents
Negotiation for your buyers and sellers
Each chapter includes: Bonus
Tips
Real life stories
The fast track to listening and talking like an experienced real estate agent.
Learn what to ask, what to say, and when to say it. If you are in your first year of real estate, this book is for you! Enjoy The Real Estate Agent Talks!

Book Information

Audible Audio Edition

Listening Length: 2 hours and 42 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Matt Parker LLC

Audible.com Release Date: May 18, 2016

Whispersync for Voice: Ready

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#1094 in Books > Audible Audiobooks > Business & Investing

Customer Reviews

This is the second book that I've read by Matt Parker. I find it very helpful and all of his advice is directly applicable to selling real estate. As a new agent I am especially thankful that I can learn this information now, as opposed to having to learn it by trial and error over a multi-year period. Matt is a very good writer and I appreciate that everything is clear and to the point. This is not a book designed to make you motivated and feel good. It's a book written by a professional to help others aspiring to be professionals get there faster. I highly recommend it.

If you think back on your life so far, can you remember those rare moments in school, athletics, career, relationships, where someone said something to you so pointed, crisp and powerful that you absolutely knew it would change things for you...That is what Matt Parker does in this book.. "The Real Estate Agent Talks"...tips so succinctly presented for the new real estate agent that they

immediately inspire new levels of confidence and competence...it's a tough business, real estate, we all know that...and we all need some high octane tips to help us cut to the quick, and help us stop marking time and wasting time. Battle tested methods, learned across many clients, about what works..now and forever...read it! Now!

What do you say when you're a new Realtor? You're nervous. You're anxious. This book will help you. What I love about it is that it's not just a book of scripts. It's a book of real conversations we have all the time when we're helping our clients. Matt Parker does an excellent job of representing what we go through in our job. I found this very helpful and insightful. I highly recommend it to all new Realtors. It's going to help your business but more importantly it's going to build your self-confidence so the next time you have a difficult conversation you will be more confident in what you say to your customers.

This is a great book not only for new agents but also experienced ones who want to sharpen their game. Matt puts everything out there and keeps it succinct and to the point. This book is well written, captivating, and useful. Definitely recommend it!

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