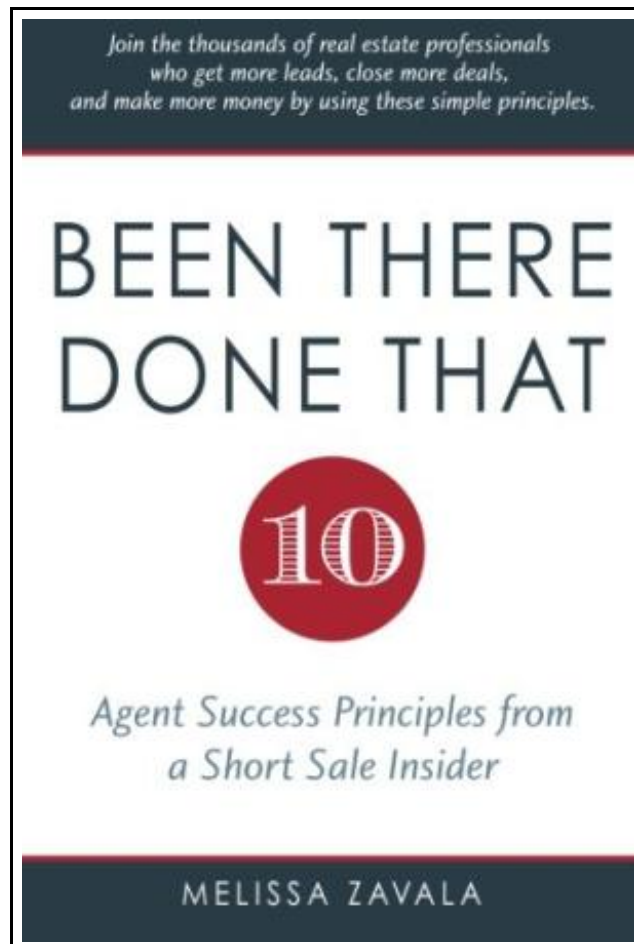


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Reviews

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(Meagan Roob)*

BEEN THERE, DONE THAT: TEN AGENT SUCCESS PRINCIPLES FROM A SHORT SALE INSIDER (PAPERBACK)



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Melrose Publications, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Learn 10 Agent Success Principles That Will Take You to the Top Practical Tips from a Short Sale Insider **Been There, Done That: Ten Agent Success Principles from a Short Sale Insider** is a humorous, short-sale inspired guidebook on how to be a great real estate agent.Leveraging the many hard-earned lessons from her experience of closing thousands of short sales, real estate broker Melissa Zavala reveals the ten success principles that put her--and could put you--on top.The values section is peppered with solid business principles to inspire and engage you in a fresh, modern approach to your career. Practical how-to tips to generate more leads and close more deals are woven into entertaining, real-life anecdotes throughout.You ll meet Aunt Mabel, learn about the Fosbury flop, and take a roller coaster ride through the wacky world of short sales. Almost too crazy to be true stories about near miss foreclosures, Lady Gaga, and what a chocolate bacon cupcake has to do with your real estate career abound. Who is this book written for? Real estate agents interested in learning more about the short sale nicheReal estate professionals who want to maximize their leads, deal closings, and careerBusiness people who want to skyrocket into their future using solid success principles that workThis book is NOT a short sale how-to primer, although there are short sale examples and stories within it. The short sale information is used as a springboard, a real life master case study, to emphasize the larger point to be successful in your career you have to lead with your values, have a great plan, and follow through. What will you discover?You ll learn the value of dedication,...



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