



## Successful Real Estate Selling: How to Make Big Money Even in Bad Markets

By Thomas Mourning

iUniverse, United States, 2007. Paperback. Book Condition: New. 224 x 146 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Using Tom s techniques, I went from being just an average agent to making \$90,000 . in one month!!! -Bruce Maxon, Prudential Realty Whether you have worked in real estate for some time and are producing average earnings or you are already a top producer, Successful Real Estate Selling: How to Make Big Money Even in Bad Markets can show you how to double your production and generate the same results in half the time. Author and former real estate broker Thomas Mourning guides you through the process of selling real estate and discusses how to avoid mistakes, increase your sales earnings, and work toward results. Successful Real Estate Selling shares Mourning s basic keys to success on such topics as the following: .Prospecting for motivated clients .Coordinating open houses .Searching for legitimate referrals .Working with builders .Handling seller price objections .Negotiating and presenting an offer .Closing the deal Mourning uses many personal, real-life examples to provide you with the how-to specifics he s learned in more than twenty years of award-winning real estate sales and management....



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