

MASTERING THE ART OF SELLING REAL ESTATE

FULLY REVISED AND UPDATED

TOM HOPKINS

**AUTHOR OF THE BESTSELLER
HOW TO MASTER THE ART OF SELLING**

The Art Of Selling Real Estate

Tom Hopkins



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The Art of Selling Real Estate Patricia Cliff, 2012-12 In the wake of the housing collapse of 2008 the real estate business has never been more challenging But for over 35 years through up and down markets Patricia Cliff a Senior Vice President at The Corcoran Group has been one of the most successful agents in the United States In *The Art of Selling Real Estate* Cliff offers a career's worth of practical advice that any agent can use right away She explains how to build life long relationships with clients as their trusted real estate advisor by becoming the indispensable element in every real estate transaction through the delivery of a consistent authentic remarkable high level of personalized service Cliff's topics include the art of the new soft sell the necessity of selling the client on appropriate pricing how to preserve the commission structure how to dress up and optimally market properties how to make money while you sleep by increasing your net worth with wise real estate investments how to take your business to the next level with the creation and management of a successful real estate team and how to create an exit strategy that will keep you relevant involved and receiving a continued income flow as a rainmaker for your team

How to Master the Art of Selling Real Estate Tom Hopkins, 1986-12 *How to Master the Art of Selling* Tom Hopkins, 2015-05-04 You're in sales Whether you call it persuasion or sharing it all boils down to the same thing Your aim is to get other people to accept you your product or your idea Within these pages are hundreds of ideas for doing just that Not only are the ideas here but the words and phrases that make them work are here as well Tom Hopkins is unique in that he won't teach you any strategy that he hasn't proven to work successfully in real life selling situations One single strategy alone has tripled the sales volume of many readers That's why the book is recognized as a classic 25 years after its first printing This book is written in clear easy to understand language There's no hype or theory here just proven effective how to strategies to help you increase your sales volume immediately Need help in a specific area Check out the detailed index The answers to nearly every concern or objection are literally at your fingertips Save yourself the time it took Tom to master the art of selling It's all wrapped up in these pages for you

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organized and treat your clients well Tom Hopkins teaches you the people skills aspect of selling Tom Hopkins is a master sales trainer and an authority on the subject of selling He has authored 18 books on the subjects of selling and success Nearly three million copies of his books have been purchased and read by those who are serious about their selling careers Tom has also personally instructed over five million sales pros on five continents through live events Learn the psychologically sound fundamentals of a career in selling including the right words to use how to get referred leads where to find new business the types of questions to ask in order to get the answers you need and exactly what to say to close sales This abridged version of Tom s textbook size How to Master the Art of Selling is an ideal starting point for anyone who is new to sales It s a great refresher for a sales veteran too The more nuances of selling you are aware of the more opportunities for success you will create Learn the most effective selling strategies of the last 40 years by reading this book

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The Art of Selling to the Affluent Matt Oechsli, 2014-01-28 Attract and retain affluent customers and clients Much has changed since the original The Art of Selling to the Affluent was published The financial crisis has affected the affluent as well as the less affluent This book brings you up to date with today s affluent and helps every salesperson understand what adjustments need to be made in order to successfully attract service and retain lifelong affluent customers and clients Completely updated and revised it is based on The Oechsli Institute s latest 2013 comprehensive research Explains how the financial crisis elevated the level of anxiety and how this has affected major purchase decisions Offers step by step guidance on how to navigate the process of overcoming social self consciousness during the sales process Author Matt Oechsli is one of the leading authorities regarding marketing selling servicing and developing loyalty with affluent clients and

one of the most sought after speakers in the financial services industry The Art of Selling to the Affluent 2nd Edition offers a detailed landscape of today s affluent Put yourself ahead of the competition by knowing how the Great Recession has affected purchasing behavior and where the opportunities are moving forward **New Real Estate Sales Guide** ,1985 This enlarged edition takes into account the changes that have taken place since the first edition was published in 1985 changes to property law sales marketing and the market trends The book aims to provide the practical information necessary for the attainment of professional success

The book delves into The Art Of Selling Real Estate. The Art Of Selling Real Estate is a crucial topic that needs to be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into The Art Of Selling Real Estate, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to The Art Of Selling Real Estate
 - Chapter 2: Essential Elements of The Art Of Selling Real Estate
 - Chapter 3: The Art Of Selling Real Estate in Everyday Life
 - Chapter 4: The Art Of Selling Real Estate in Specific Contexts
 - Chapter 5: Conclusion
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3. In chapter 2, the author will delve into the foundational concepts of The Art Of Selling Real Estate. This chapter will elucidate the essential principles that need to be understood to grasp The Art Of Selling Real Estate in its entirety.
4. In chapter 3, the author will examine the practical applications of The Art Of Selling Real Estate in daily life. The third chapter will showcase real-world examples of how The Art Of Selling Real Estate can be effectively utilized in everyday scenarios.
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6. In chapter 5, this book will draw a conclusion about The Art Of Selling Real Estate. The final chapter will summarize the key points that have been discussed throughout the book.

The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of The Art Of Selling Real Estate.

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