

SEASTON REALTY

# Real estate listing presentation

*by Morgan Maxwell*

JANUARY 08, 2020



# Real Estate Listing Presentation Template

**City of London College of Economics**

A red circular graphic with a gradient, appearing as a partial circle or a stylized arrow pointing to the right, located to the right of the City of London College of Economics text.

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Jennifer Allan, 2007-01-01 Engaging Highly Readable Clear and Informative Fantastic Phenomenal Fun to Read Excellent Content Loved It In *Sell with Soul* Jennifer Allan shares her rise from a nervous rookie agent to a successful real estate broker in this warm witty and relatable guide This book is an answer to every new agent's daily quandary What do I need to do today to succeed and how do I do it *Sell with Soul* is written by a real real estate agent one who is willing to share her early insecurities mistakes and missteps with you She describes everyday dilemmas and creative solutions to them shows you innovative marketing plans and concrete organizational tools Jennifer's strategies are simple and clear and will save you a tremendous amount of time figuring out what really works and what probably doesn't Most importantly Jennifer shows us that you can be a successful real estate agent and still have soul that is to be a positive honorable and respectful person That even though you work on commission you can adhere to the Golden Rule and be proud of how you handle yourself and your business New agents will be inspired and well equipped to begin their real estate adventure after assimilating the soulful approach Jennifer delivers in this insightful well written guide Early Reviews for *Sell with Soul* *Sell with Soul* has all the excitement of a good novel yet it delivers tons of solid information It is a refreshing change from cookie cutter business and how to books that forget to put the reader into the equation Not only informative and highly readable it's witty charming and a good read Jennifer really draws you into her world and makes you interested in it Real estate her way sounds as if it's fun and rewarding *Sell with Soul* is a must read for any real estate professional earning less than 150 000 per year It provides a clear picture of how ethical business practices can do far more to make you a winner than any persuasive sales tactics

**The Real Estate Agent** R|E Operating Systems, 2025-06-20 The Real Estate Agent Operating System Turn Chaos Into Clarity Turn Clients Into Closings Whether you're just starting out or already closing deals today's market demands more than grit it demands structure strategy and systems This isn't another motivational book It's your complete operating system built to help you scale your business dominate your niche and thrive in a market that's been transformed by the 2024 NAR settlement Inside you'll find 40 powerful Standard Operating Procedures SOPs that solve the most common pain points agents face today Unpredictable income You'll get lead generation systems that work Struggling to convert buyers Learn how to use buyer agreements effectively and negotiate your commission with confidence Wasting time on transactions Follow clear workflows from contract to close Losing referrals Automate your follow up and retention Feeling stuck or overwhelmed Step into a business that runs on process not pressure You'll master every aspect of the business from onboarding marketing pricing negotiation compliance investor deals luxury listings to the exact steps needed to stay compliant with buyer rep agreements MLS rule changes and commission disclosure requirements Don't just close more deals Own your market This is the roadmap the industry should have given you on Day 1 and the upgrade seasoned pros didn't know they were missing

*The \$100,000 Part-Time Real Estate Agent* Cici Carter, 2020-09-28 Whether you're a newly licensed real estate agent or

an agent with more experience under your belt if you desire to make more money in real estate this book will help you do it Learn how to consistently make full time income as a part time real estate agent without knocking on doors or making cold calls

*The High-Performing Real Estate Team* Brian Icenhower,2021-09-15 Transform your real estate business into a sales powerhouse In *The High Performing Real Estate Team* experienced real estate coach Brian Icenhower shares the systems and secrets of top real estate agents and brokerages The book offers actionable systems and processes that can be immediately implemented to take you your fellow agents and your team or brokerage to the next level Focusing on the 20% of activities that drive expansion this book shows you how to create renewed enthusiasm productivity engagement and exponential growth at your real estate team With this book you will Discover how to create a viral goal that spreads throughout your team and drives change Learn to focus on core activities that result in the majority of your growth and productivity Cultivate personal responsibility with public accountability and accelerate growth with a custom team dashboard that measures metrics for success Written for real estate agents teams brokerages and franchise owners *The High Performing Real Estate Team* is an indispensable resource that will guide you toward growth while providing you with the resources and downloadable materials to reach your goals faster

**ePOWER PRO , How to Not Get Your Ass Kicked In The Real Estate Business** Willie Miranda,2015-10-08 YOUR ESSENTIAL GUIDEBOOK FOR GROWING YOUR REAL ESTATE BUSINESS How To NOT Get Your ASS KICKED In *The Real Estate Business* shows you the real estate agent how to have a profitable business and a balanced life Willie Miranda Broker and Owner of Miranda Real Estate Group Inc combined his experience in the insurance business with solid real estate principles resulting in a very successful and highly profitable real estate business In this book you will learn the importance of essential lead generation pillars to maximize lead flow and consistent growth proven operating systems and plans to help leverage time money and people How to become less of a Transactional Agent and more of a Career Agent as well as applying effective time management strategies for the high producing real estate agent This book will also teach you how to take action and grow personal relationships with clients By implementing Willie s referral and real estate systems you have the power to build a more profitable repeat and referral business

New Business Models for a New Economy John A. Tuccillo,2002 This latest offering from top strategist John Tuccillo shows real estate professionals how to make sense of the new economy and how to prosper in it *New Business Models for a New Economy* describes the new types of business arrangements real estate practitioners are using to adapt to the changes that have occurred in information technology After reading this book you ll know the tools you will need to succeed in today s marketplace and be able to create a plan for going forward in the new economy Highlights are Overview of how the new economy has affected the real estate industry Examples of business models that have emerged from the new economy Detailed descriptions of new business models for various types of real estate businesses

**The Hottest E-careers in Real Estate** Blanche Evans,2000 Practical cutting edge advice formed by years of observing technological innovations in

real estate is the hallmark of the work of Blanche Evans The Hottest e Careers in Real Estate documents the technology revolution in real estate for both consumers and practitioners Evans shares unique insights ideas and perspectives for professionals in the new wired real estate game Learn how to establish an effective online presence grow sales and listings via the internet market and advertise services online and determine how much to spend to reach technologically savvy consumers A practical down to earth guide

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**California Real Estate** ,2001

**Multiple Income Streams for Real Estate Agents and Brokers** Ray Abichandani,2023-01-18 Multiple Income Streams for Real

Estate Agents and Brokers is intended to provide multiple income sources to the real estate agents and brokers to supplement their income when the real estate market is cooling down or when they would like to consider adding new marketing niches to their existing real estate practice. The tools and techniques described in this book leverage the current real estate knowledge and skills that these professions already possess or can acquire with limited additional education. Based on our market analysis, an additional six figure income per year can be built by using some of these additional sources of income.

*Success as a Real Estate Agent For Dummies* Dirk Zeller, 2011-03-03 *Success as a Real Estate Agent For Dummies* shows you how to make your fortune in the real estate business. Whether you are looking to rev up your real estate business, deciding whether to specialize in commercial or residential real estate, or just interested in refining specific skills, this book is for you. This no nonsense guide shows you the fun and easy way to become a successful real estate agent. It provides expert advice on acquiring the skills needed to excel and the respect and recognition you'll gain through making sales and generating profit. Soon you'll have all the tools you need to prospect your way to listings and sales. Build a referral based clientele. Work with expired and FSBO listings. Plan and host a successful open house. Present and close listing contracts. Market yourself and your properties online and in print. Negotiate contracts and avoid derailment. Stake your competitive position. Achieve excellent relationships with clients. Spend less time to earn more money. This guide features tips and tricks for working with buyers, must-haves for a successful real estate agent, and common pitfalls that can be avoided. Also included is a list of Web sites for real estate agents that are valuable resources for success. With *Success as a Real Estate Agent For Dummies*, you'll discover how to acquire key skills and get on track for a successful career.

[Florida Post-Licensing Education for Real Estate Salespersons](#) David Coleman, George Gaines, George Gaines, Jr., Edward J. O'Donnell, 2003-08

**Real Estate Agent Diploma - City of London College of Economics - 3 months - 100% online / self-paced** City of London College of Economics, Overview Do you want to make 100 000 per year? In any marketplace, a real estate agent has the opportunity to create hundreds of thousands of dollars in income. An agent's income is especially significant when viewed against the capital investment required by the business. Most agents need as little as 2 000 to start up their practices. Compare that to any other business, and you'll find that most involve sizeable investments and burdensome loans to buy equipment, lease space, create marketing pieces, develop business strategies, and hire employees, all to achieve what is usually a smaller net profit than what a real estate agent can achieve in the first few years. It's almost too good to be true. This course will provide you with all the knowledge you need to become a successful real estate agent. This specialist course is about acquiring sales skills, marketing skills, time management skills, people skills, and business skills. It's about gaining more respect, achieving more recognition, making more money, and closing more sales. It's a guide that helps you achieve the goals and dreams that you have for yourself and your family. You will be taught the real stuff that works, and is laid out in a hands-on, step-by-step format. You can also find time-tested scripts in most sales-oriented chapters. The scripts are

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Real Estate Today ,1987 Realtor Magazine ,2005 Close for Life: The Real Estate Agent's Guide to Creating Satisfied Customers that Only Do Business with You Josh Cadillac, 2023-07-11 Stop chasing quick commissions and start building a solid long term real estate business Selling real estate is all about closing as many deals as possible as quickly as possible right Wrong Nothing could be further from the truth True success doesn t come from an obsession with closing deals and getting paid It comes from a clear focus on giving customers an experience they don t feel like they can easily replicate with another agent The real way to succeed in real estate is to make buyers happy and sales will follow In Close for Life realtor trainer and top producer Josh Cadillac puts you on the path to long term success in real estate In these pages he shares his simple sustainable methods for succeeding without focusing on closing transactions Make prospective customers see that you know what you re talking about and are looking out for their best interests Learn all you can about the industry and understand the importance of continuing curiosity and learning Retain customers long after the transaction is done and show them their business means so much more than just money in your pocket Change your focus from customer acquisition to customer retention Today the most effective real estate agents spend less time focusing on getting paid and more time concentrating on building a business that pays them for the rest of their life Whether you re a novice or highly experienced agent Close for Life shows how to dramatically improve your approach The Champion Real Estate Agent Dirk Zeller, 2006-11-27 A proven plan for peak sales performance and a better life In The Champion Real Estate Agent renowned sales trainer Dirk Zeller shows you how to dramatically boost sales and achieve all your professional goals But there s much more to being a champion agent than just selling Zeller s proven program not only turns you into a top sales performer it gives you all the tools to build your real estate business and create a secure and prosperous future for yourself Full of inside tips expert advice and real world examples from Zeller s many years as a champion agent and trainer this comprehensive career guide presents a complete system for managing your business and time so you can earn more money and enjoy more of life Don t just get into the real estate game become an all star when you learn how to Supercharge your sales and commissions Use Zeller s unique referral strategy to turn effort into income Develop trust and credibility with customers

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