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Ryan Serhant

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The High-Performing Real Estate Team Brian Icenhower,2021-09-21 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

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Door to Door Real Estate Prospecting Linda Schneider,2014-04 Want More Real Estate Listings? Then go directly to the source...knock and ask home owners when they plan to move. Sounds simple, right? But of course the devil is in the details: what to say, how to dress, how to get them to talk, how to track results, how to get motivated, how to improve results, what to hand out, how to handle rejection, how to follow up, and most importantly, how to convert leads to appointments. This book was born of experience, not theory. The information comes from both successful and failed door-to-door real estate prospecting efforts. In these pages, you'll see how some agents make over half a million dollars a year from door knocking, and you'll see how others struggle -- giving you a chance to learn from their mistakes. You'll see how new agents got started, and how long it took them to get their first listing. You'll discover what's hard, and how to make it easy. Most importantly, you'll see that it is both possible and realistic to use door knocking as a real estate prospecting approach to generate 10 to 20 listings per year.

From 0 to 130 Properties in 3.5 Years Steve McKnight,2012-06-06 With more than 160 000 copies sold, From 0 to 130 Properties in 3.5 Years is Australia's highest selling real estate book -- ever! Scores of investors have used Steve McKnight's wealth building information to discover how to achieve their financial dreams. Now it's your turn. Using his incredible real-life account of how he bought 130 properties in 3.5 years, McKnight reveals how you can become financially free by using cash and cashflow positive property. Revised to incorporate the latest highly effective strategies, and rewritten to include 16 brand new chapters, this revised edition reveals: How to create a positive cashflow property portfolio from scratch -- even if you have little money and no experience Steve's New 1% Rule -- a simple four-step process for finding positive cashflow properties Exactly what and where to buy if you want to maximise your profits How to protect your wealth and save tax And much, much more ...

Protect Your Family from Lead in Your Home ,1995
California Real Estate ,2002

Sell It Like Serhant Ryan Serhant,2018-09-18 This national bestseller is a lively and practical guide on how to sell anything and achieve long-term success in business. Ryan Serhant was a shy, jobless hand model when he entered the real estate business in 2008 at a time the country was on the verge of economic collapse. Just nine years later, he has emerged as one of the top realtors in the world and an authority on the art of selling. Sell It Like Serhant is a smart, at times hilarious, and always essential playbook to build confidence, generate results, and sell just about anything. You'll find tips like: The

Seven Stages of Selling How to Find Your Hook; Negotiating Like A BOSS; How to Be a Time Manager, Not a Time Stealer; and much more! Through useful lessons, lively stories, and vivid examples, this book shows you how to employ Serhant's principles to increase profits and achieve success. Your measure of a good day will no longer depend on one deal or one client, wondering what comes next; the next deal is already happening. And Serhant's practical guidance will show you how to juggle multiple deals at once and close all of them EVERY. SINGLE. TIME. Whatever your business or expertise, Sell It Like Serhant will make anyone a master at sales. Ready, set, GO! Sell It Like Serhant is a USA Today Bestseller, Los Angeles Times Bestseller, and Wall Street Journal Bestseller.

16 Strategies for Sales Sean Moudry, 2019-11-16 16 Strategies for Sales will help you understand your own innate preferences, identify sales strategies best suited for your natural abilities and provide you tools to work with other personality types. Many companies spend hundreds of thousands of dollars on assessments to find the magic personality combination for building a successful sales team. In my experience, there are hundreds, if not thousands, of ways to achieve this goal. Most companies focus on a narrow personality type that has been blessed with a natural gift for sales. But, we can all agree that some personalities are more likely to be successful at typical sales strategies. You will see throughout this book how personalities that are not naturally sales-oriented can also achieve success in sales. The key is not to find the rare diamond in the coal, but to find the best way to turn the coal into diamonds. If you are unhappy with what you are doing, or even the business you've created, consider the possibility that you are simply operating outside of your innate preferences. Imagine if there was a strategy you could apply, one in which you worked in alignment with your natural abilities, to achieve your desired success. Our solution was to create our own assessment based on the Myers-Briggs Type Indicator and to develop simple descriptions of each personality type to help you decide what sales strategy might be the most natural for your own innate preferences. The Myers-Briggs Type Indicator has sixteen psychological types, therefore, we developed our own 16 Strategies for Sales, offering a sales strategy for each personality type. We believe the key to individual success is to become aware of our own innate preferences and how they affect our life, happiness and accomplishments. This book is a tool to help you become more aware of yourself and others. When we understand this about ourselves and the people around us, we become influential and will be happier and achieve more success.

White Space Is Not Your Enemy Kim Golombisky, Rebecca Hagen, 2017-02-17 White Space Is Not Your Enemy is a practical graphic design and layout guide that introduces concepts and practices necessary for producing effective visual communication across a variety of formats—from web to print. Sections on Gestalt theory, color theory, and WET layout are expanded to offer more in-depth content on those topics. This new edition features new covering current trends in web design—Mobile-first, UI/UX design, and web typography—and how they affect a designer's approach to a project. The entire book will receive an update using new examples and images that show a more diverse set of graphics that go beyond print

and web and focus on tablet, mobile and advertising designs.

How to Take Photos That Move Houses Ed Wolkis,2009 This beautifully illustrated, full-color book demonstrates before and after photos, and offers simple to advanced tips and techniques designed to help produce better photos. A picture is worth a thousand words, and good photography can help increase sales by thousands of dollars. Author Ed Wolkis, award-winning Atlanta-based photographer, shares his knowledge and expertise in this fun, classy, easy-to-read guide. If you are a real estate broker, agent, manager, architect, interior designer, home seller, or anyone who needs to be able to show a property in its best light, this book is for you. You'll learn step by step how to produce photos that will stop potential clients in their tracks; what photography equipment you'll need, and how to use your digital (or film) camera. Dramatic before and after photos demonstrate the difference between great photos and ones that go unnoticed.

Getting Everything You Can Out of All You've Got Jay Abraham,2001-10-12 Abraham--trusted advisor to America's top corporations--has written his first major book for anyone seeking fresh ideas on supercharging personal or business success.

Backpacker ,2007-09 Backpacker brings the outdoors straight to the reader's doorstep, inspiring and enabling them to go more places and enjoy nature more often. The authority on active adventure, Backpacker is the world's first GPS-enabled magazine, and the only magazine whose editors personally test the hiking trails, camping gear, and survival tips they publish. Backpacker's Editors' Choice Awards, an industry honor recognizing design, feature and product innovation, has become the gold standard against which all other outdoor-industry awards are measured.

The Mobile Home Park Manifesto Glenn D Esterson,2019-12-13 The mobile home park industry might be the last thing you ever thought of investing in. It likely wasn't even on your investment radar until the last couple of years. The MHP niche is one of the last real estate verticals that still has all the right fundamentals for a highly profitable situation. If you are looking for a painless, brainless, easy-peasy investment, you might want to return this book and get a refund. MHP investing is not for the faint of heart and many have lost in this game, but many more have made millions in a very short time by following some simple yet uncommon rules. Achieving near 20% returns in year 1 happens every day, in year 2 north of 30%, and final exits can be more than 3-5 times what you have into it in just a few years, if done properly. The risk exposure however is high and often you will need to bring a good amount of capital above and beyond the purchase price of the park to fix all the deferred maintenance and the general ugly on your new investment. It is my goal that this guide provides readers with useful and actionable insight to operating a mobile home park. This book has been created for simply one thing, to help you be more successful in the MHP world. I know I wish I had a book on it when I bought my first park in 2004 because I probably wouldn't have purchased that particular park. I have been a salesman for nearly my entire life, starting in grade school. I would buy candy at wholesale prices and sell those gumdrops and lollipops to my fellow students for above retail

value. As an adult I have been a mobile home park owner and operator, a commercial real estate broker for nearly two decades and a lifelong entrepreneur. I have had successful businesses in Shiitake Farming, Cannabis industry, Direct investments and traditional property management in some of the hardest hoods in the south. I have found my purpose through helping others achieve financial freedom by being the best advisor I can be. I have helped countless clients acquire and dispose of their investment vehicles over my career and take pride in being one of the most informed brokers in my industry. If you are thinking of entering the MHP world or if you are already well-immersed in the industry, I want to help you. I want to see you succeed. I want to help you achieve financial freedom. I want to be so useful to you that I am your first call for anything MHP related. I have been through more transactions, more market cycles and more ups and downs than your typical commercial broker because I am not your typical broker, I am a tried and true advisor for the MHP industry. By the end of this book you should have a more comprehensive understanding of the industry, the tools to navigate the industry and the know-how on implementing winning strategies from the start. There is a steep learning curve in this business, and I aim to help you achieve a stable footing in what is currently the wild west of real estate. It is not too late to still get a good deal. The industry is still ripe for the picking if you know where to look and how to negotiate. Don't be tricked to jumping in to just any deal as all deals are not created equal. The information in this book should help assist you in becoming able to confidently evaluate a deal and recognize the opportunities and pitfalls of each deal. And, if you still need more help, please do not hesitate to call me for no-nonsense guidance. The advisory services I provide are free so don't be afraid to contact me. Like I said earlier, I want to be so useful for you that I am your first call for anything MHP related. Good luck and good hunting!

The Broken One Ruth Cardello, 2019 The first book in the tantalising and sexy romance series Corisi Billionaires.

Model Railroad Craftsman, 1982

Proofreading, Revising & Editing Skills Success in 20 Minutes a Day Brady Smith, 2003 This comprehensive guide will prepare candidates for the test in all 50 states. It includes four complete practice exams, a real estate refresher course and complete math review, as well as a real estate terms glossary with over 900 terms, and expert test-prep tips.

The Leader in Me Stephen R. Covey, 2012-12-11 Children in today's world are inundated with information about who to be, what to do and how to live. But what if there was a way to teach children how to manage priorities, focus on goals and be a positive influence on the world around them? The Leader in Me is that programme. It's based on a hugely successful initiative carried out at the A.B. Combs Elementary School in North Carolina. To hear the parents of A. B Combs talk about the school is to be amazed. In 1999, the school debuted a programme that taught The 7 Habits of Highly Effective People to a pilot group of students. The parents reported an incredible change in their children, who blossomed under the programme. By the end of the following year the average end-of-grade scores had leapt from 84 to 94. This book will launch the message

onto a much larger platform. Stephen R. Covey takes the 7 Habits, that have already changed the lives of millions of people, and shows how children can use them as they develop. Those habits -- be proactive, begin with the end in mind, put first things first, think win-win, seek to understand and then to be understood, synergize, and sharpen the saw -- are critical skills to learn at a young age and bring incredible results, proving that it's never too early to teach someone how to live well.

How to Write a Business Plan Mike P. McKeever, 1992 How to make realistic financial projections, develop effective marketing strategies and refine your overall business goals.

Immerse yourself in heartwarming tales of love and emotion with Explore Love with its touching creation, Experience Love's Journey in **We Buy Houses Flyer Free Template**. This emotionally charged ebook, available for download in a PDF format (*), is a celebration of love in all its forms. Download now and let the warmth of these stories envelop your heart.

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