

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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Estate this book will also be of interest to professional real estate entrepreneurs looking to boost their knowledge and improve their marketing techniques The book is divided into five major parts Part 1 focuses on introducing students to fundamental concepts of marketing as a business philosophy and strategy Concepts discussed include strategic analysis target marketing and the four elements of the marketing mix property planning site selection pricing of properties and promotion of properties Part 2 focuses on personal selling in real estate Students will learn the exact process and steps involved in representing real estate buyers and sellers Part 3 focuses on negotiations in real estate How do effective real estate professionals use negotiation approaches such as collaboration competition accommodation and compromise as a direct function of the situation and personalities involved in either buying or selling real estate properties Part 4 focuses on human resource management issues such as recruiting and training real estate agents issues related to performance evaluation motivation and compensation as well as issues related to leadership Finally Part 5 focuses on legal and ethical issues in the real estate industry Students will learn how to address difficult situations and legal ethical dilemmas by understanding and applying a variety of legal ethical tests Students will also become intimately familiar with the industry's code of ethics

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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

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Simpson,University of Auckland. Centre for Continuing Education,1973 **How to Sell Real Estate; Or, The Realty Business** Peter L. Melberg,1916 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

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