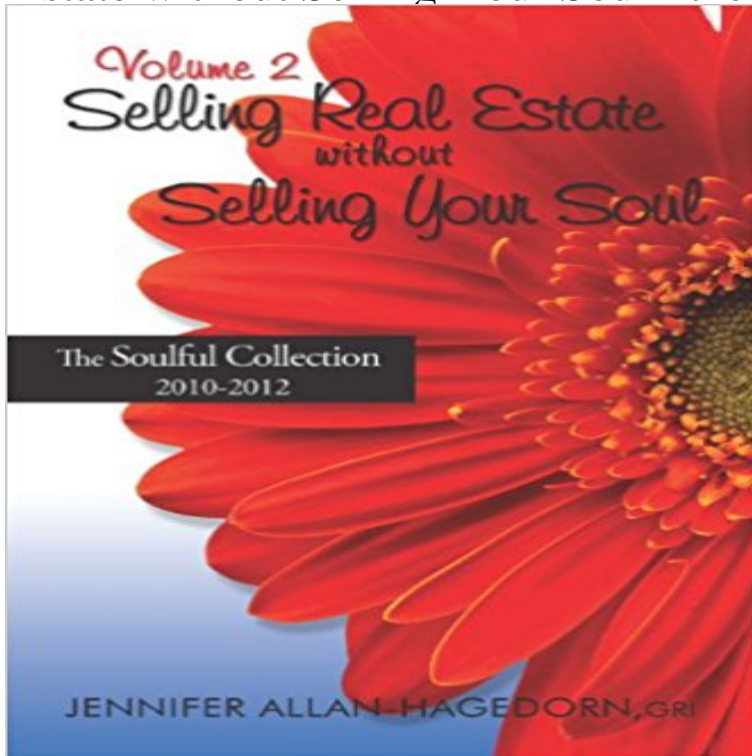


Selling Real Estate without Selling Your Soul, Volume 2 (Selling Real Estate without Selling Your Soul - the Blog-to-Book Soulful Collection)



So, can you really sell real estate...without selling your soul? In a word, YES! Contrary to what you might have learned in the corporate training you received when you first got your license, you can be a successful real estate agent who makes plenty of money and wins lots of awards without humiliating yourself using pushy, Old-School-Saw-That-Coming-a-Mile-Away closing techniques, incessantly pestering your friends for their business and referrals, or spending three hours a day interrupting strangers in their homes with your unwelcome cold-calls or door-knocks. In other words, without changing who you are or becoming someone you don't recognize or even much like! YES. An extraordinary career in real estate no soul-selling required. (Of course, if using pushy, intelligence-insulting closing techniques, pestering your friends for business or cold-calling sound like fun, knock yourself out, but put this book back on the shelf. It's of no use to you). This blog-to-book is the second volume of a two-volume series and includes such fan favorites as: The Seller Has a Friend Who Will List It Really Cheap 41 Listings in 30 Days? Let's Do that Math... Listing Presentations: How to Lose Them from Hello! No, I Won't Reduce My Commission! Do You Expect Me to Work for FREE? How to Talk About Your Real Estate Career without sending your audience running in the other direction! How Do I Talk My Buyer out of Low-Balling? Open Houses - How Do I Get Contact Information from Visitors? If Real Estate Is so Easy, How Do You Justify Your Fee? ...and so many more!

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