

Sell 100 Homes A Year How We Use Engagement Marketing Technology And Lead Gen To Sell 100 Homes A Year Every Year

As successful top REALTORS(r) and technology gurus who have continued to rise amid tough market conditions, Rick Bengson and Alan Shafran share insights, tips, tricks and tools that have worked to help them close 100 deals and reach \$1 Million in commissions per year in all different markets. With inside information on technology, marketing, teams, negotiations, and more, "Blueprint for 100 Deals" takes readers through Alan's entire system step by step. "Key 100" tips highlight crucial concepts Alan has followed in order to achieve his 100-deal goal, while still having time left for family life - the perfect balance that everyone strives for. Truly Alan's ultimate system for his continued success in the unpredictable real estate market, "Blueprint for 100 Deals" shows you how Alan has actually sold over 100 homes per year, every year and earned over \$1 Million in commissions - no matter the market conditions.* Listen to this: "Alan has been one of our company's top brokers in Southern California for years, producing millions of dollars in volume through the incredible use of networking, relationship building, technology, systems and a relentless discipline around training. Any sales professional striving to reach the next level should read this book... and if needed read it more than once!" Mark Johnson Vice President Marketing and Sales Technology Prudential California Realty A Home ServicesOf America and Berkshire Hathaway Affiliate "If you have a desire to build a big business in the real estate industry, Alan is revealing his step by step guide on how to do it." Tom Ferry "North America's Top Real Estate Coach" * Blueprint for 100 Deals is based on the strategies and systems that Alan Shafran has used to establish and maintain his own real estate success. The plans and techniques within this book have worked to help him sell over 100 homes and make over \$1 Million per year in his market. The authors of this book make no guarantees that readers will have similar results. Your results may vary.

Everything necessary to begin and run a real estate development business is covered in this definitive text. Compiled by the Urban Land Institute (ULI), the premier industry association for land developers, this book contains complete information on each of the five types of land development: land subdivision, multi-family residential, office, industrial and retail. In-depth coverage is given to: design and site planning; financing and construction; marketing and management; operations and maintenance. For new developers, there is useful material on finding the first deal and setting up an effective development team. Real estate professionals and professionals in industries that serve developers will gain a better understanding of all facets of this complex field.

The sales expert offers practical techniques for sales success, discussing how to end a sales slump, how to write an effective sales presentation, how to get a

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commitment from a customer, and more

The Congressional Record is the official record of the proceedings and debates of the United States Congress. It is published daily when Congress is in session. The Congressional Record began publication in 1873. Debates for sessions prior to 1873 are recorded in The Debates and Proceedings in the Congress of the United States (1789-1824), the Register of Debates in Congress (1824-1837), and the Congressional Globe (1833-1873)

Can this one book Really help me sell more homes?The answer is YES!This book is the very essence of what top producing real estate agents businesses look like. And I should know, because: 1) For six consecutive years, I sold 100 or more homes. 2) I created what I called 'The Game'. The rules were simple: I didn't have to see the seller, I didn't have to see the home, I took the listing at full commission and at a price I chose in advance but positioned it as if they did, and Had them love me for it (40 % of the listings I took in my last 2 years before retirement as an active and aggressive real estate agent were as a result of The Game) and 3) I routinely hung out with Top Producing Agents from throughout North America where we compared notes, shared victories and pushed & encouraged each other to reach ever higher levels of achievement. There's no fluff in this outline. Inside you'll discover: The 8 Elements of the 'Sell 100 Homes a Year' plan The Number 1 Thing EVERY Super Successful Real Estate Agent Has & Does Daily! A Key Component of ALL Successful Businesses - Even Real Estate! The Two, and only Two, parts of ANY and ALL For-Profit and Non-Profit Businesses & even the Government! 12 proven ways to generate income for any Real Estate Agent and How to Retire EARLY! (hint: you're already trained to do it!) Beware: What's inside this book is What You Need To Hear, Not What You Want To Hear!

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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.

Whether you've been in real estate for 18 days or 18 years, if you haven't achieved the success you really want, you need to read this book. You entered real estate for the upside: interesting work, flexible hours, and the potential to make good money, right? But the median gross income for the 1.2 million REALTORS(R) in the United States is just over \$42,000 per year! That's about \$21 per hour (if you only work 40 hours per week) with no paid vacation, no paid sick leave, and rarely any company health insurance plan. Is this what you signed up for?

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You're a goal-setter and a go-getter. You work hard and you're smart. You've learned the business and put long hours into it. Yet, it still seems like a struggle. Always chasing your next client, listing, or commission check. Spending weekends and evenings on work, not with family. Getting tossed around by a market you can't control. You've done everything you've been taught, but it's still not enough. What's the secret? Doing things differently than you've ever been taught. Krista Mashore says, "I've been in the Top 1% of all Realtors nationally for 15 years, not because I'm smarter or work harder than everyone else. It's because I research and implement specific techniques that catapult me to where I am." In this book, Krista Mashore will give you step by step instructions and show you how to:

- Close over 90% of your listing presentations before you even walk in the door.
- Generate legitimate leads while you sleep.
- Use the secrets of Fortune 500 companies to build an active and loyal client base.
- Use socialized marketing to gain your community's respect and become the go-to Community Market Leader(R) in your area.
- Make over 100 deals per year (or whatever your goal is) using the power of social media and technology.
- Create a business model that fits your desired lifestyle and gives you true time flexibility.
- Build a sustainable business with a consistent, reliable income stream- no matter what the market is doing! "If you implement even 50% of what I recommend in this book, I know your business will at least double within the first eighteen months."

- Krista Mashore Based in Northern California, Realtor(R) Krista Mashore sold 69 homes in her first year and has personally sold over 100 homes every year since. On track to sell 200 homes this year, Krista now also coaches and trains brokers and agents throughout the U.S. on cutting edge real estate techniques and technologies.

If done correctly and with the right system, flipping houses should be a million dollar a year business. After doing hundreds of deals, the nation's most highly sought after expert reveals his exact system to find, analyze, renovate and sell houses earning \$25,000 (or more) per deal. From construction worker to millionaire, Jerry not only shows you his comprehensive, step-by-step system to flip 40 deals (or more) per year in any market, regardless of expertise or experience, you will also learn how to:

- Set up follow a step-by-step systematic approach to each aspect of the business
- Beat the competition to the best deals
- Consistently find deals each and every month
- Accurately estimate repair costs on any deal in 15 minutes or less
- Identify the ideal property and area to flip houses
- Sell your properties in 30 days or less
- Renovate a home with no delays even if you have no experience
- Select the exact materials and the design to attract the ideal buyer
- Organize and maintain a budget
- Effectively find and manage the best subcontractors to do all the work
- Determine the precise after-repair value (ARV) of any deal
- Find unlimited sources of other people's money (OPM) to fund your deals
- Put the system and team in place to leverage your time (remove yourself from the model)

Finally a practical, easy to follow approach to flipping houses. With dozens of examples and case studies, you finally have the blueprint to make a million dollars a year flipping houses... It's probably the biggest asset you have. So when it's time to sell your house, do you want a good Realtor? Or do you want the best Realtor? Your choice can make a huge difference in the amount of money you pull from the transaction, and that can affect your finances for the rest of your life. Kristin Stampini has a proven track record of exceptional results when it comes to selling clients' homes. And now, she is sharing her secrets. In this book, you'll learn insider secrets that will help you maximize the return on the sale of your house-starting with the selection of a Realtor that will make it all happen. Read, choose wisely, and then relax. With Stampini's step-by-step guidance, the only thing left for you to do will be to pack.

ENDORSEMENTS: "A 'must read' for every real estate agent wanting to sell more homes. Loaded with great advice and entertaining to read." Jerry Reece CEO - Reece & Nichols Realtors a Partner with HomeServices of America, Inc., a Berkshire Hathaway Affiliate Jonathans results speak for themselves. He carries a listing inventory of 35 to 40 listings in the countrys worst market. Take notice to that type of production! Rich Casto Founder of Rich

