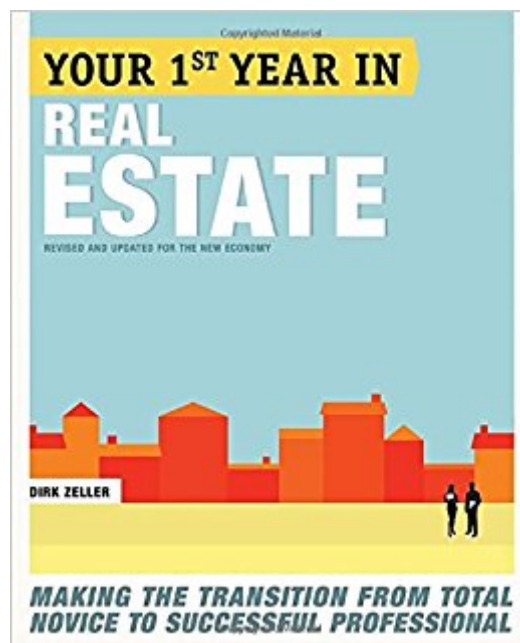




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Your First Year In Real Estate, 2nd Ed.: Making The Transition From Total Novice To Successful Professional



Synopsis

Newly Expanded with More Expert Advice to Help You Build a Winning Real Estate

Career! Welcome to the world of real estate sales, and the start of an exciting new career! Your destiny is now in your hands. Along with endless opportunities, flexible hours, and the freedom to chart your own path, you also have the potential to earn fabulous amounts of money. All you need for total success is preparation. Revised and expanded, *Your First Year in Real Estate* contains the essential knowledge you need to start off right in today's vastly changed real estate market, avoid common first-year missteps, and get the inside edge that will take you to the top. Real estate expert Dirk Zeller has compiled the industry's proven secrets and strategies that will enable novice agents to hit the ground running and excel from day one. You'll get the insider's guide to:

- Selecting the right company
- Developing valuable mentor and client relationships
- Using the Internet and social networking to stay ahead of the competition (NEW!)
- Setting and reaching essential career goals
- Staying on top in today's challenging real estate climate (NEW!)
- And so much more.

Concise and thorough, *Your First Year in Real Estate* is like having the top coach right by your side.

Book Information

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"Dirk Zeller's approach is brilliant! He gives the best basic marketing techniques to his students. I applaud this book."

— Bonnie S. Mays, vice president, Realty World

America, and executive director, Realty World Academy
“Follow the advice in this book and you will join the growing list of real estate professionals who call Dirk Zeller their mentor!”
•Rick DeLuca, nationally recognized real estate speaker

Classic Insight into Building a Fabulous Career in Real Estate
Welcome to the world of real estate sales! Now, "you control your destiny. A career in real estate offers endless opportunities, the freedom of flexible hours, and the potential to earn fabulous amounts of money. But to reach your goals you need to be prepared. Before you dive in, you must learn everything you can and discover the edge that will take you to the top. Inside, experienced and top-notch real estate professional Dirk Zeller presents the secrets to success that will allow you to excel from day one. Full of practical answers and step-by-step solutions to the field's most common obstacles and challenges, "Your First Year in Real Estate will help you build a solid foundation for a lifetime of real estate success. Be a real estate champion from day one by knowing how to: -Select the right company and get off to the right start -Develop valuable mentor and client relationships -Master your sales skills -Achieve the financial results you desire -Set--and reach--important career goals "Dirk Zeller's approach is brilliant! He gives the best basic marketing techniques to his students. I applaud this book."--Bonnie S. Mays, vice president, Realty World America, and executive director, Realty World Academy
"Follow the advice in this book and you will join the growing list of real estate professionals who call Dirk Zeller their mentor!"--Rick DeLuca, nationally recognized real estate speaker

all my new agents are reading this book and I love it. Great knowledge and references to follow

good book, easy to read and highlight for future reference

Very informative book. Tons of useful information. Very helpful.

This book answered so many questions for me. It will be by my side as I grow my business from beginner to expert.

Easy read and so nice to read

Easy to read, and very insightful for someone considering to enter this profession or to take their career to the next level.

Bought for my son who got a lot from it.

This book has been really helpful as I plan to begin my career in real estate.

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