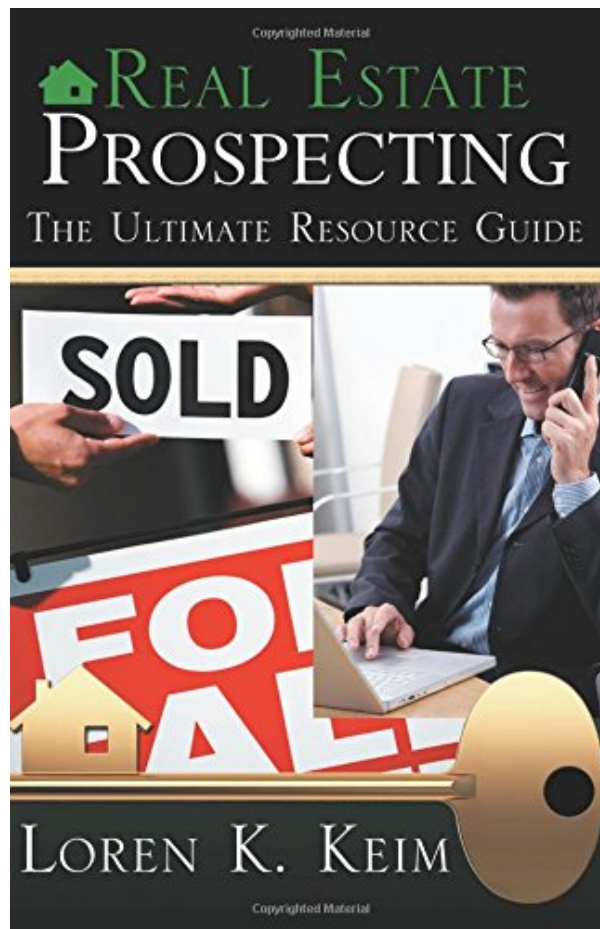
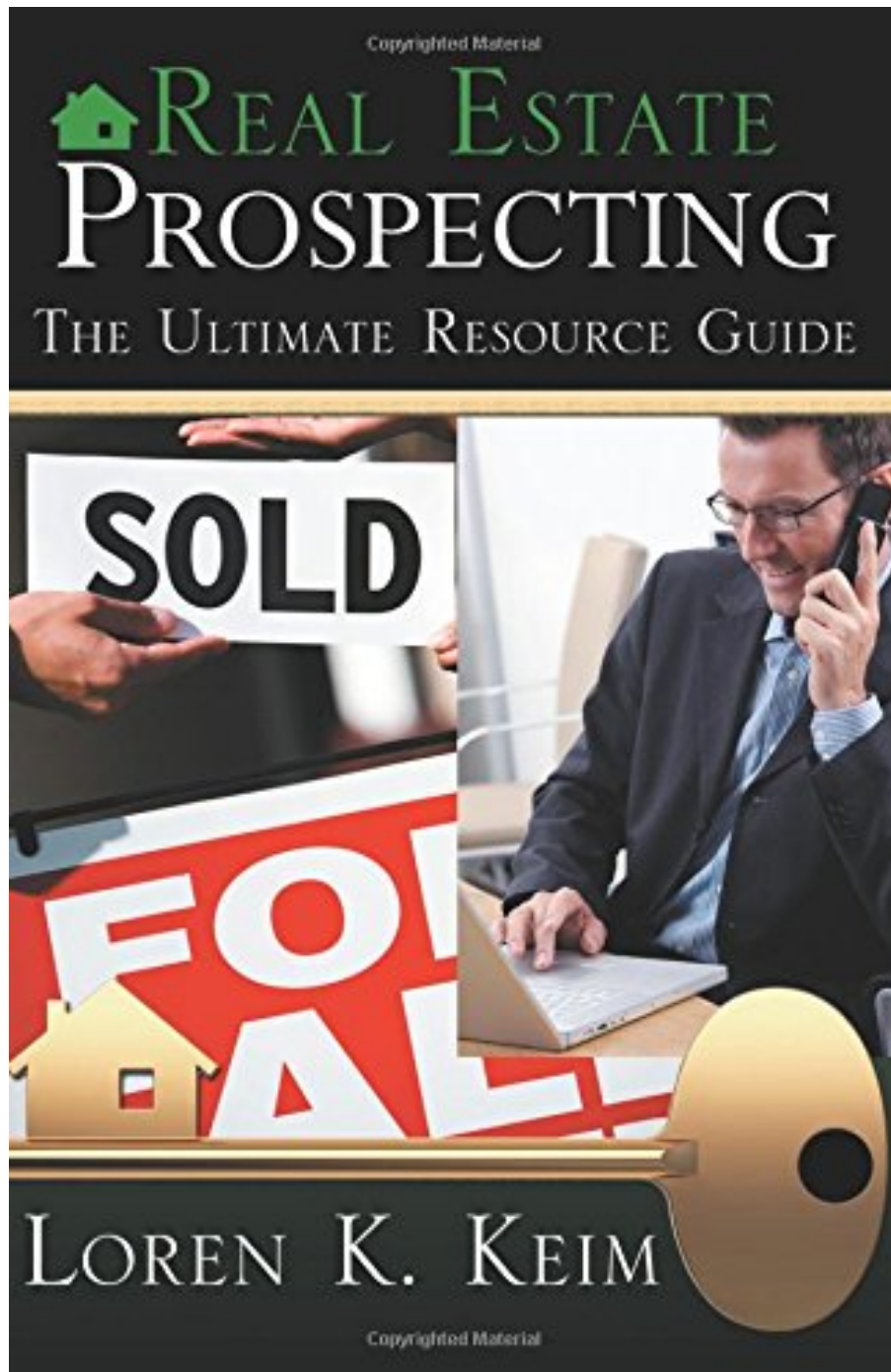


**REAL ESTATE PROSPECTING: THE
ULTIMATE RESOURCE GUIDE BY LOREN
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A real estate professional's goal is to list and sell real estate. One of the primary keys to being successful is to identify those people who truly want or need to move, and find a way to meet with them. This concept of identifying and targeting likely buyers and sellers is called prospecting, and it is a process, not an event.

This book is the ultimate game plan for prospecting. It carefully outlines methods to select likely groups of prospects, how to contact those target groups, what to offer them, and how to follow up.

- Sales Rank: #495302 in Books
- Brand: Brand: Infinity Publishing
- Published on: 2008-10-14
- Original language: English
- Number of items: 1
- Dimensions: 8.50" h x .51" w x 5.50" l, .55 pounds
- Binding: Paperback
- 218 pages

Features

- Used Book in Good Condition

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4 of 4 people found the following review helpful.

Good read reminds me of the things we all should be doing!

By Amazon Customer

Loren did a great job...just reminds me of the things we all should be doing...and for the newbies its a playbook for their careers.

Adam P. Von Romer, CCIM

5 of 5 people found the following review helpful.

It's ok.

By Amazon Customer

Having been a agent for most of 20 years I thought I might learn something new. So I bought this book.

It covers most items. I would highly suggest it for new agents.

1 of 1 people found the following review helpful.

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