



Been There, Done That: Ten Agent Success Principles from a Short Sale Insider (Paperback)

By Melissa Zavala

Melrose Publications, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Learn 10 Agent Success Principles That Will Take You to the Top Practical Tips from a Short Sale Insider Been There, Done That: Ten Agent Success Principles from a Short Sale Insider is a humorous, short-sale inspired guidebook on how to be a great real estate agent. Leveraging the many hard-earned lessons from her experience of closing thousands of short sales, real estate broker Melissa Zavala reveals the ten success principles that put her-- and could put you--on top. The values section is peppered with solid business principles to inspire and engage you in a fresh, modern approach to your career. Practical how-to tips to generate more leads and close more deals are woven into entertaining, real-life anecdotes throughout. You'll meet Aunt Mabel, learn about the Fosbury flop, and take a roller coaster ride through the wacky world of short sales. Almost too crazy to be true stories about near miss foreclosures, Lady Gaga, and what a chocolate bacon cupcake has to do with your real estate career abound. Who is this book written for? Real estate agents interested in learning...



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