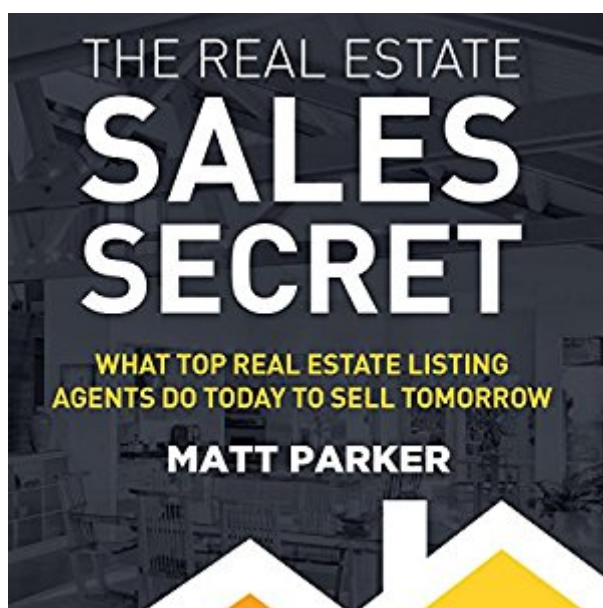


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# The Real Estate Sales Secret: What Top Real Estate Listing Agents Do Today To Sell Tomorrow



## Synopsis

"I wish I had this book when I started!" (Mario Jannatpour, Author, The Honest Real Estate Agent)

This is a simple, succinct, motivational publication designed to allow your immediate success with regard to signing listings. It easily, and quickly, educates proven seller interaction protocol that leads to sign listings. If you have a seller to sign today, or in the near future, this publication will efficiently both boost your confidence in a simple process, and illuminate the most vital seller tactics used by top listing agents. This book is not a lengthy manual populated with a comprehensive business plan to execute over years. It is a practical, honest instigator of what you need to do now to sign an upcoming listing! It is a set of discrete technical tactics, written motivationally, written in the vein of The Greatest Salesman in the World by Og Mandino.. Good luck!

## Book Information

Audible Audio Edition

Listening Length: 1 hour and 27 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Matt Parker LLC

Audible.com Release Date: August 6, 2015

Language: English

ASIN: B013IR1YOM

Best Sellers Rank: #75 in Books > Business & Money > Real Estate > Sales #374 in Books > Business & Money > Real Estate > Buying & Selling Homes #3826 in Books > Audible Audiobooks > Business & Investing

## Customer Reviews

This is a quick, actionable, inspiring read for any agent looking to amp up their listing skills. Matt doesn't mince words (but the words he does use offer incredible style and momentum). He cuts right to the heart of what it takes to show prospective clients how and why you are the right choice. You can meditate on greatness or go and be a great agent. This book tells you exactly how to replace the tired old agent pitch with real value and professionalism.

I returned the book as I refuse to pay \$20 for a bunch of blank pages and pictures. It was more like a blog! I gave it 2 stars instead of 1 as he had a couple good approaches to getting listings. Just not a whole lot here to get excited about.

An excellent book on mindset as it relates to real estate and getting listings. I wish I had this book when I started ten years ago! Anyone who follows Matt's practical advice will get more listings, priced better, and sold quicker. He does an excellent job going into the mindset you need to succeed and also goes deep into the hopes and fears of sellers and how you can best serve them.

Listings can be somewhat intimidating for new and experienced Real Estate Agents. This book removes the mystery and gives you actual steps on how to generate more listings for your business. I love this book! I wish I had a copy when I started my real estate career many years ago.

This is a very bad book, It should not even be called a book , a blog may be. Very very bad it deserves only \$1 or it should be given for free.

A great, can't put it down read! Matt Parker teaches you how to set standards on how to run your real estate business and that the ultimate goal is living YOUR dreams. Thank you Matt for for sharing your insight and for leaving "breadcrumbs"...persistence pays!

Awesome book Matt, thank you! Your step by step guide is a truly big help. Plus you keep it so simple and provide proof that these philosophies and methods work for any agent. So glad I have your book now as a future reference tool as well. Thanks for your valuable insight!

Fabulous book! I've been selling real estate for over 24 years and have read many books on real estate and this books is hands down one of my top 3 books. Great work!!

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