

## Never Try to Negotiate with a Drunken Homeowner: And 800 Other Things Every Real Estate Agent Should Know (Paperback)



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## NEVER TRY TO NEGOTIATE WITH A DRUNKEN HOMEOWNER: AND 800 OTHER THINGS EVERY REAL ESTATE AGENT SHOULD KNOW (PAPERBACK)

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Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Earning a living as a real estate agent is not easy. The hours are long, the work challenging, the clients demanding, and the pay sporadic. Most who embark on a real estate career don't last more than a couple years before throwing in the towel. Of those who continue, many are in a constant state of struggle, never knowing when (or even if) their next listing or sale will come. What is it about this profession that causes so many bright and energetic people to fail? Perhaps the better question is, What is the difference between agents that succeed and agents that fail? The answer lies in what they know. Most real estate agents do not know what they must do to succeed. It's that simple. Longtime real estate broker, mentor, and trainer Matt Williams has observed the practices of successful, as well as unsuccessful agents, for more than 30 years. In this book, Matt shares the things agents must think, do, and say in order to succeed. More than 60 subjects are presented in easy-to-read lists. Topics include 15 Steps To Winning the Listing Every Time, 31 Ways To Initiate Relationships With Homeowners, 12 Clues That a Homeowner May Be Getting Ready to Sell, 17 Questions You Should Be Asking Every Buyer, 7 Reasons You Shouldn't Discount Your Fee, 12 Things Sellers Do To Mess Up Sales, 7 Occasions When You Should Fire A Client, 10 Ways To Get Your Family Onboard, 12 Steps To Dealing With An Angry Client, 7 Reasons Experienced Agents Fail, 30 Ways To Make Your Office a Better Workplace, 9 Ways To Make a Great First Impression, 13 Characteristics of Top Producers...

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