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# Success as a Real Estate Agent for Dummies - Australia / NZ

*Terri M. Cooper, Dirk Zeller*

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**Success as a Real Estate Agent for Dummies - Australia / NZ** Terri M. Cooper, Dirk Zeller
Your no-nonsense guide to becoming a successful real estate agent in the Australian and New Zealand markets

As the Australian and New Zealand housing markets begin to recover, now is the time to make the jump to your new career as a real estate agent. If you're already an agent, it's a great time to sharpen your skills and increase your commissions. "Success as a Real Estate Agent For Dummies" provides the foundation and advice you need to become a real estate superstar. Written specifically for agents and potential agents in Australia and New Zealand, this handy, plain-English guide gives you all the tools you need to bring in new prospects, close sales, build a referral base, plan open houses, present and close listing contracts, and give yourself a leg up on the competition. Whether you want to get involved in commercial or residential real estate, you'll find all the guidance you need to do it right. Includes handy tips and tricks for working with buyers Offers practical advice on prospecting and generating leads online, including how to use social media Presents tried-and-true tactics and fresh ideas for closing deals

Whether you're looking to get started in real estate, or you're a working agent who wants to up your game, "Success as a Real Estate Agent For Dummies" gives you the tools and insight you need to compete--and succeed.

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