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DARRYL DAVIS

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How To Become a Power Agent in Real Estate Darryl Davis,2002-10-22 The realtor s essential guide to harnessing true earning power How to Become a Power Agent in Real Estate gives real estate agents both the powerful sales techniques and the practical management tips they need to double their income by closing more transactions Based on the outstanding success of Darryl Davis s seminar The POWER Program this motivational guide utilizes POWER Principles to help the new agent as well as the experienced top producer dramatically increase listings and sales The book is full of Davis s surefire methods for managing the sales process including time management for agents prospecting for listings handling the seller s and buyer s concerns maintaining a winning attitude and generating more sales in less time He also reveals how clever use of the Web can provide a competitive edge and how the top producers work smarternot harder Offering field proven tools and techniques Davis shows agents how to progress at their own pace to their own personal Next Level and accelerate their entry into Top Agent status *H/T Become Power Agent Real Es (Pb) Davis,2002-10-10* *How To Become a Power Agent in Real Estate* Darryl Davis,2000 *How to Make \$100,000+ Your First Year as a Real Estate Agent* Darryl Davis,2007-03-09 Jump start your real estate career How to Make 100 000 Your First Year as a Real Estate Agent is more than just an introduction to the ins and outs of the industry it s a step by step guide to beginning your career with insider advice on how to build a lucrative real estate practice Whether you re just out of college changing careers or looking to improve your game you ll find fresh ideas on maximizing your sales and commissions Darryl Davis system puts you on track to a six figure salary as he helps you Prepare for the real estate exam and get licensed Find the right real estate office where you can truly excel Build a referral base in just 12 months starting from nothing Generate an endless supply of quality listings the bloodline to a successful real estate career Develop a network with real estate professionals who can help you get ahead Packed with practical tips sound guidance and valuable resources this is the essential first step in your new moneymaking career [How to Buy Bank-Owned Properties for Pennies on the Dollar](#) Jeff Adams,2011-10-07 Buy bank owned properties at fire sale prices Banks and lending institutions today own more than one million foreclosed properties more are in the foreclosure pipeline Banks desperately want to get these properties off their balance sheets but there aren t enough buyers The result is a soft real estate market with prices investors and homeowners may not see again in their lifetime In recent years many bargain hunting investors and homebuyers made the mistake of trying to get foreclosure prices via short sales and pre foreclosure before the bank reclaimed the property They ve been burned by endless delays and uncertainty of the messy foreclosure process With bank owned properties that s over You deal directly with a motivated seller the bank and get the foreclosure price without the hassles and complexity of a short sale or pre foreclosure This book shows you how to negotiate the best possible terms with the real estate owned or REO department of a bank or lender including step by step instructions and no nonsense advice on finding great deals estimating fair market value and closing the deal You don t need a ton of cash

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