



The Real Estate Agent's Guide to Working with Expireds (Paperback)

By Scot Kenkel

Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Scot's books have been referred to as the Undisputed How-To Instructional Guidebooks for Real Estate Agents. This book; The Real Estate Agents Guide to Working with Expired Listings covers every aspect of how to immediately and rapidly grow your listing inventory by tapping into the never ending supply of expired listing prospects. The book is filled with in-depth explanations, real world examples, word-for-word dialogues, various marketing tools and plenty of business building techniques all of which are explained in the Author's easy-to-follow, down-to-earth method. Whether you're a recently licensed agent or a long time veteran, this book is guaranteed to help you learn how to master the expired listing process. Here is a short list of what you will learn by reading this book: *The Absolute Best Approaches for Making Contact with Expireds *What To Say and What NOT To Say Once You Make Contact *Commit Just 10 Hours a Week to Take a New Listing a Week *Double Your Odds of Success by Creating a Genuine Connection *Why The Majority of Agents FAIL at Working With Expireds *The...



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