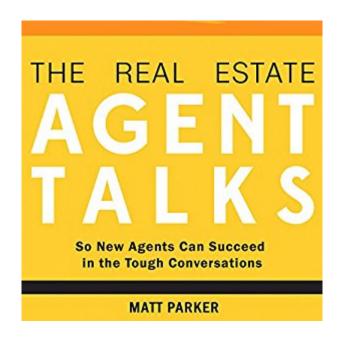
# The book was found

# The Real Estate Agent Talks: So New Agents Can Succeed In The Tough Conversations





# **Synopsis**

For new Real Estate Agents and Real Estate Agents in their first year! A quick, simple education for the most important conversations you will have in your first year including: Your Commission Split Choosing your company Preparing buyers for the inspection Explaining the right price to sellers Negotiation with top agents Negotiation for your buyers and sellers Each chapter includes: Bonus Tips Real life stories The fast track to listening and talking like an experienced real estate agent. Learn what to ask, what to say, and when to say it. If you are in your first year of real estate, this book is for you! Enjoy The Real Estate Agent Talks!

## **Book Information**

**Audible Audio Edition** 

Listening Length: 2 hours and 42 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Matt Parker LLC

Audible.com Release Date: May 18, 2016

Whispersync for Voice: Ready

Language: English

ASIN: B01FT87QRW

Best Sellers Rank: #86 in Books > Business & Money > Real Estate > Buying & Selling Homes

#1094 in Books > Audible Audiobooks > Business & Investing

# **Customer Reviews**

This is the second book that I've read by Matt Parker. I find it very helpful and all of his advice is directly applicable to selling real estate. As a new agent I am especially thankful that I can learn this information now, as opposed to having to learn it by trial and error over a mufti-year period. Matt is a very good writer and I appreciate that everything is clear and to the point. This is not a book designed to make you motivated and feel good. It's a book written by a professional to help others aspiring to be professionals get there faster. I highly recommend it.

If you think back on your life so far, can you remember those rare moments in school, athletics, career, relationships, where someone said something to you so pointed, crisp and powerful that you absolutely knew it would change things for you...That is what Matt Parker does in this book.."The Real Estate Agent Talks"...tips so succinctly presented for the new real estate agent that they

immediately inspire new levels of confidence and competence...it's a tough business, real estate, we all know that...and we all need some high octane tips to help us cut to the quick, and help us stop marking time and wasting time. Battle tested methods, learned across many clients, about what works..now and forever...read it! Now!

What do you say when you're a new Realtor? You're nervous. You're anxious. This book will help you. What I love about it is that it's not just a book of scripts. It's a book of real conversations we have all the time when we're helping our clients. Matt Parker does an excellent job of representing what we go through in our job. I found this very helpful and insightful. I highly recommend it to all new Realtors. It's going to help your business but more importantly it's going to build your self-confidence so the next time you have a difficult conversation you will be more confident in what you say to your customers.

This is a great book not only for new agents but also experienced ones who want to sharpen their game. Matt puts everything out there and keeps it succinct and to the point. This book is well written, captivating, and useful. Definitely recommend it!

### Download to continue reading...

The Real Estate Agent Talks: So New Agents Can Succeed in the Tough Conversations The Ultimate Guide to Success for the New or Struggling Real Estate Agent: PRINCIPLES of a SUCCESSFUL REAL ESTATE AGENT A Guide to MAKING IT in Real Estate: A SUCCESS GUIDE for real estate lenders, real estate agents and those who would like to learn about the professions. Real Estate: 25 Best Strategies for Real Estate Investing, Home Buying and Flipping Houses (Real Estate, Real Estate Investing, home buying, flipping houses, ... income, investing, entrepreneurship) Real Estate: 30 Best Strategies to Prosper in Real Estate - Real Estate Investing, Financing & Cash Flow (Real Estate Investing, Flipping Houses, Brokers, Foreclosure) The Honest Real Estate Agent: A Training Guide for a Successful First Year and Beyond as a Real Estate Agent PASSIVE INCOME :REAL ESTATE (Book #5): Proven Strategies on how to succeed in the real estate market and make it an impressive source of passive income(real ... made easy beginner) (MONEY IS POWER) Shift: How Top Real Estate Agents Tackle Tough Times SHIFT: How Top Real Estate Agents Tackle Tough Times (PAPERBACK) REAL ESTATE: A Guide for First Time Agents to Effectively Grow Your Business From Nothing to a Sustainable Growing Career (Beginner's Guide, Career Management, Lead Generation, Real Estate Investors) The Real Estate Sales Secret: What Top Real Estate Listing Agents Do Today To Sell Tomorrow (Black & White Version) The Real

Estate Sales Secret: What Top Real Estate Listing Agents Do Today To Sell Tomorrow (Enhanced Full Color) Laugh Your Way to Real Estate Sales Success: For Real Estate Agents, WannaBes, UsedToBes, & Those Who Love Them! The Real Estate Sales Secret: What Top Real Estate Listing Agents Do Today to Sell Tomorrow How to Start Your Own Real Estate Photography Business!: A Step-by-Step Guide to Show You How to Begin Your Own Real Estate Photography Business in 14 ... for real estate, photographing houses) Florida Real Estate Law and Practice Explained (All Florida School of Real Estate - Florida Real Estate Mastery) (Volume 1) Confessions of a Real Estate Entrepreneur: What It Takes to Win in High-Stakes Commercial Real Estate: What it Takes to Win in High-Stakes Commercial Real Estate TED Talks Storytelling: 23 Storytelling Techniques from the Best TED Talks The Real Book of Real Estate: Real Experts. Real Stories. Real Life Difficult Conversations Just for Women: Kill the Anxiety. Get What You Want. (Similar to Difficult Conversations: How to Discuss What Matters Most and to Crucial Conversations but tailored for women)

**Dmca**