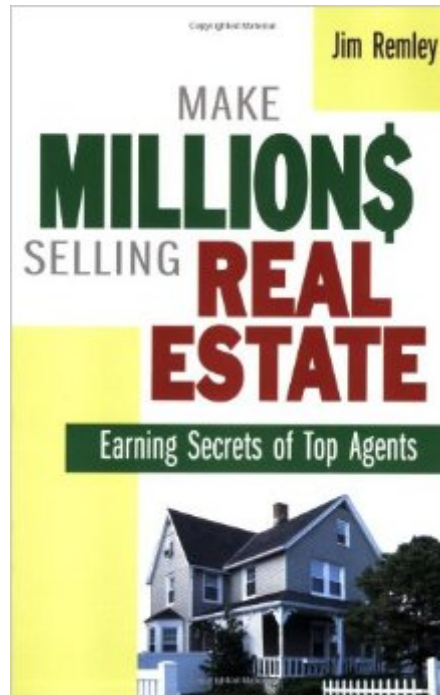


The book was found

Make Millions Selling Real Estate: Earning Secrets Of Top Agents



Synopsis

They say you can't get rich quick, but you can probably do it quicker in real estate than in any other profession. But you've got to know what you're doing. *Make Millions Selling Real Estate* is your opportunity to learn from the best. Jim Remley is not only an award-winning real estate educator, he's also an incredibly successful agent whose own wealth has skyrocketed in just a few short years! How did he leapfrog more experienced agents to become one of the top earning real estate professionals in the country? In this book, Jim shares his secrets for knocking years off of the "pay your dues" period. He'll give you the priceless information that most agents need a lifetime to learn -- and that many never do.

Book Information

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Customer Reviews

For easy-to-follow, exact, down-to-earth techniques to manage a successful career in selling real estate, this is the most helpful book I have EVER read. Provides information to achieve the desired level of success an agent wants to achieve. This book is a standard on my nightstand that I read & study daily. More than I could ever have asked for.

This is a must read for new agents and can help the old pro learn some new tricks. The straight forward advice is refreshing. Remley actually gives you real world examples and simple techniques to grow your business. It makes you appreciate the fact that each agent is responsible for growing their own business and Remley gives you a road to follow. He focuses on the actual business of real estate and not just a bunch of rehashed motivational techniques on setting goals.

Not just any seller or homeowner can make money in real estate: you have to know what you're doing - and what better place to gain some of the knowledge than with real estate salesman Jim Remley, who bases *Make Millions Selling Real Estate: Earning Secrets Of Top Agents* on his own experience, as well as those of fellow agents. From referral-driven agents and qualifying buyers to solutions to common problems, Remley's is a 'must' for any serious real estate salesperson.

I buy LOTS of books on real estate sales, but this is the BEST! This book was written in a down-to-earth and interesting style and tells the in's-and-out's of surviving in a buyer's market. It gives real-life examples of realtor's experiences and really useful plans on how to farm an area and become actively involved and successful in making real estate sales.

This book is an excellent handbook in organizing your business and understanding how to measure its effectiveness. Some of the anecdotal moments are poorly written, yet the delineated processes and scripts are absolutely excellent (the guys a salesman...not a writer...). Out of all of the books that I have purchased or read regarding real estate, this would be my first choice to buy.

Jim Remley's two books, "Make Millions Selling Real Estate" and "Real Estate Presentations that Make Millions" are two of the best books that I have read on Real Estate Sales in my 3 1/2 years in the business. I have read a ton of books. They are hands on, down to earth, and all meat, no fluff. These two books will soon become your professional bibles. By the way his seminars are pretty cool too. - D. Farmer

"Make Millions Selling Real Estate" is truly an eye-opener and full of practical secrets that are so simple and yet so powerful. I enjoyed the book greatly and it really inspired me to spring forth in my real estate career. Jim understands the challenge of being a real estate agent and has included lots of secrets of how successful agents have made it in this career. It is even amazing seeing how the painless prospecting can work for you. Highly recommended for new agent and those who need a fresh approach to real estate sales.

Remley has written THE book I've always wanted to write having been in this business for 18+ years! No sense now, it would just be redundant. He freely offers advice typically only available through personal trial and error of practicing for so many years. Isn't it true we always say, "I wish I

knew then what I know now!" We also looked to eavesdrop on the experienced agents or find a good mentor to discover what made them successful. Too many times new agents starting out receive horrible training if any at all. So, for those of you agents new in the business - this really is your opportunity to bypass all the trial and error and jump right into success. For you fellow seasoned agents, this book is full of reminders of what we already know - what we should be practicing and info to help us refocus on what attracted us to the business in the first place. For those who apply the author's principals in this book, you will find yourself successful in real estate regardless of what your numbers are as Remley's advice helps you actually enjoy what you practice. This book is consistently on my desk as my real estate companion.

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