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The Practical Guide to Career Opportunities in Real Estate David Gadish,2023-01-18 Part One Introduction to the Real Estate Industry Part one of the book provides an overview of real estate and real estate careers It introduces the basics of real estate as well as of the real estate industry the different types of residential as well as commercial real estate and provides a survey of 35 real estate as well as related careers Part Two Introduction to Real Estate Sales Part two looks at what successful real estate agents do from establishing properties value to closing deals It looks at the valuation pricing of real estate how agents handle occupied properties they list for sale how agents handle vacant properties what agents do to market properties how agents manage offers and how agents handle closings escrow This part of the book is laden with technical details and procedures They are provided to you so you can determine if real estate sales are genuinely for you Part Three What It Takes to Succeed in Real Estate Sales Part three looks at what it takes to be a successful real estate agent It looks at the skills you should possess as an agent how to choose the right brokerage for you to join and how you should market yourself your brand and your services as an agent once you join a brokerage Part Four Additional Real Estate Careers Part four provides a more in depth look at additional career opportunities in and related to the real estate industry It looks at real estate finance property management real estate auctions 1031 exchanges residential leasing commercial leasing and investing in real estate

Careers in Today's Dynamic Real Estate Business Institute for Career Research,2002

The Awful Truth about Careers in Real Estate and What to Do about It George W. Mantor,2017-07-21 Are you considering a career in real estate Has talk of big money gotten you thinking I could do that You're not alone And that is an almost insurmountable obstacle that very few real estate licensees ever overcome Failure is far more common than success Many people are not a good fit for the realities of the business but even great candidates often fail through no fault of their own

simply because they are not doing the right things or not doing them in the right way

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Columnist, businessman, radio host and educator George W. Mantor, known as the Real Estate Professor, provides a blueprint for any personal service business to grow and thrive. No one can achieve their full potential doing things they do not enjoy; the key to finding one's best path through life is by recognizing and developing the unique strengths and talents that we are endowed with. It is in the pursuit of those activities that we attract like-minded others who will become the source of listing referrals if we implement systems and strategies to support that process.

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Dan Maloney, Oceanside, CA: Thank you for sharing your recommendations and insights as regards to building a referral business.

Christine Paradee, Orlando, FL: Having been full-time in the real estate business since 1983, it's not that often that I run across new concepts. Thank you for your contribution toward improving my practice. Keep up the good work.

Kenny Rogers, Springfield, MO: I applaud you for telling it like it is.

Joanie Schaatt, Houston, TX

Your Successful Real Estate Career Kenneth W. Edwards, 2003

With its practical guidelines and real-world examples, this book takes readers through all the many different opportunities and challenges they're likely to face. The new edition features chapters on how the profession is evolving, including how today's professionals are using technology to make their jobs easier and more lucrative.

Real Estate Agent George Tower, 2021-06-08

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