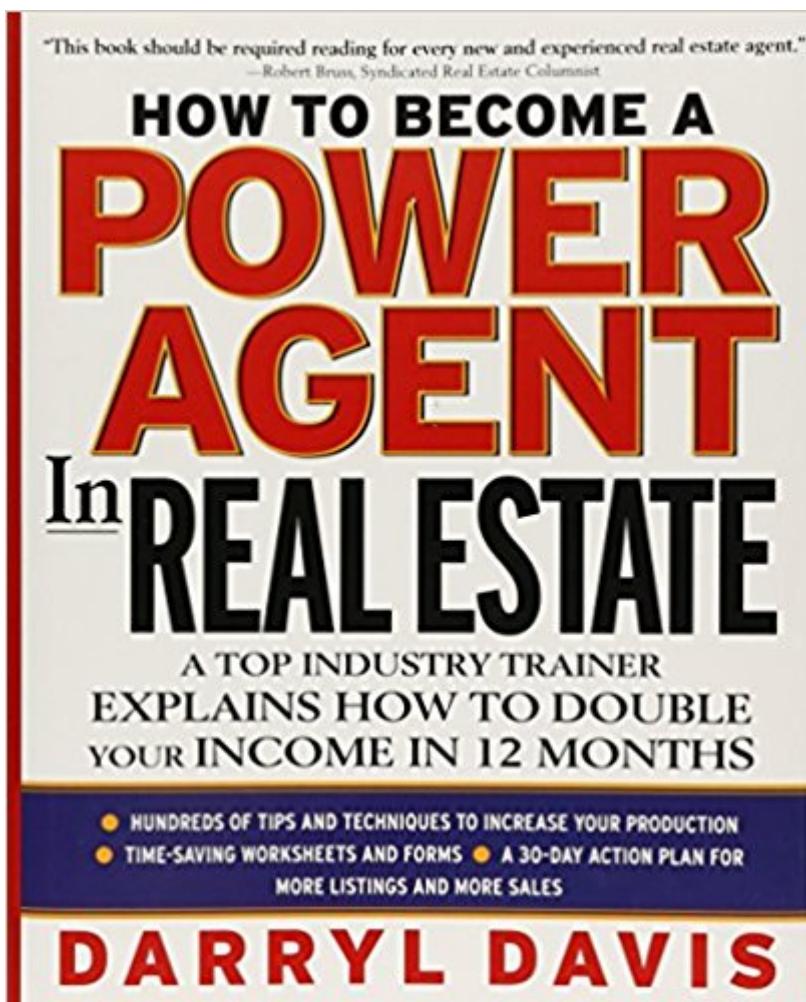


The book was found

How To Become A Power Agent In Real Estate : A Top Industry Trainer Explains How To Double Your Income In 12 Months



Synopsis

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 smarter— not 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.

Book Information

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Customer Reviews

In just twelve months you can double your income and make your career in real estate more productive, more satisfying and more rewarding in every way. With the lessons you learn in How to Become a Power Agent in Real Estate you will increase your listings, watch your sales figures soar, and double your income--and you won't be working harder, just smarter. Based on author Darryl Davis's successful POWER Program , this battle-tested, agent-proven guide supplies all of the

commanding sales techniques and practical management tips you need to become a top producing agent. The POWER Program has already helped thousands of new and experienced real estate agents and brokers close more sales and significantly increase their incomes. You'll learn twenty potent time-management techniques for working with clients and getting the most out of every day. You'll also discover six key concepts of prospecting, how to conduct a successful listing presentation, and the ten commandments of objection handling. Savvy insiders' tips show you how to market your listings and show properties, present offers to your sellers, and skillfully facilitate negotiations. You'll also discover the advantages of "farming for dollars" and learn innovative techniques for promoting and publicizing your services. Darryl Davis will help you learn and implement the Three Power Principles of Real Estate: the Coaching Philosophy, Next Level Design, and Maintaining Focus. These principles will save you from getting lost in the mundane details of listing and selling and help you focus on working effectively with clients and helping them to achieve their own goals. Most importantly, this book will help you have more fun and less stress in your career while making more money. How soon will you see results? Immediately! From the moment you start, you'll begin to snag more listings and close more deals. Find the keys to achieving wealth and personal satisfaction in your chosen profession. Read How to Become a Power Agent in Real Estate and start doubling your income today! Double your income in just 12 months Packed with powerful sales techniques and administrative tips that will help you become a top producer, How to Become a Power Agent in Real Estate gives you both the business and personal skills you need to double your income in one short year. In this comprehensive guide, you'll learn how to list and sell more houses by helping buyers and sellers to achieve their goals. You'll find scores of battle-tested, agent-proven secrets that will send your commissions soaring, including: 16 powerful ways to find prospects 4 key reasons why listings are so important 22 winning dialogues for handling objections 10 effective ways to work with buyers 8 essential concepts of self-promotion 18 servicing tips and techniques for your referral base And much, much more How to Become a Power Agent in Real Estate, will help you master every aspect of being a more effective real estate agent, from winning the listing to closing the sale. If you are committed to taking your career to the next level, start reading this book now, and be prepared for dramatic results!

Daryl Davis is a speaker, trainer, and business coach for many of the largest real estate brokerages and franchises in the United States and Canada. He started his real estate career at age 19 and became a top producer in his first year. As an active agent he generated an average of 6 transactions a month. In 1993 he created The POWER Program, the only training course for real

estate agent that meets once a month for twelve consecutive months. He has helped thousands of real estate agents double their incomes.

A read for newer agents to have in their library. If you have read all the Gary Keller & Robert Kyosaki books...all the Zig Zigler and Carnegie books, this won't so much for you. But if you are new to the game of real estate, this is a great book for helping to create your "Work Matrix"...your system both mentally and logically. It was an affirmation for me personally that I had the kind of work matrix that made the most of my time and gave me the most ROI. Don't have a plan?...now you do!

This is another must read for new agents. I found it very helpful. Thanks Darryl.

I've seen Darryl live. His explanations are a lot better than what he has in the book. Still worth a read.

You got your license..now what? Darryl Davis has written an outstanding guide to establishing a real estate business. He is a world class trainer and this is a must read, if you wish to succeed as an agent. If he's ever in a location near you conducting a... seminar you MUST see him in person.

full of important information. Excellent read for everyone looking to start a career in Real Estate.

Has become somewhat outdated by today's standards.

Great book from someone who is a champion in the real estate field.

Great book for people just starting out in real estate. I don't usually enjoy reading these types of books, but this is an easy and interesting read.

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