

The consultative real estate agent: building relationships that create loyal clients, get more referrals, and increase your sales

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Abstrak

The most successful real estate agents help their clients do more than just complete a transaction. They establish a strong personal bond and help their client through a major life transition. "The consultative real estate agent" shows readers how to increase their sales, win more referrals and make more money by becoming one part entrepreneur, one part negotiator, one part problem-solver and one part counselor. It is a unique and invaluable guide to truly deepening their client relationships and improving their business.