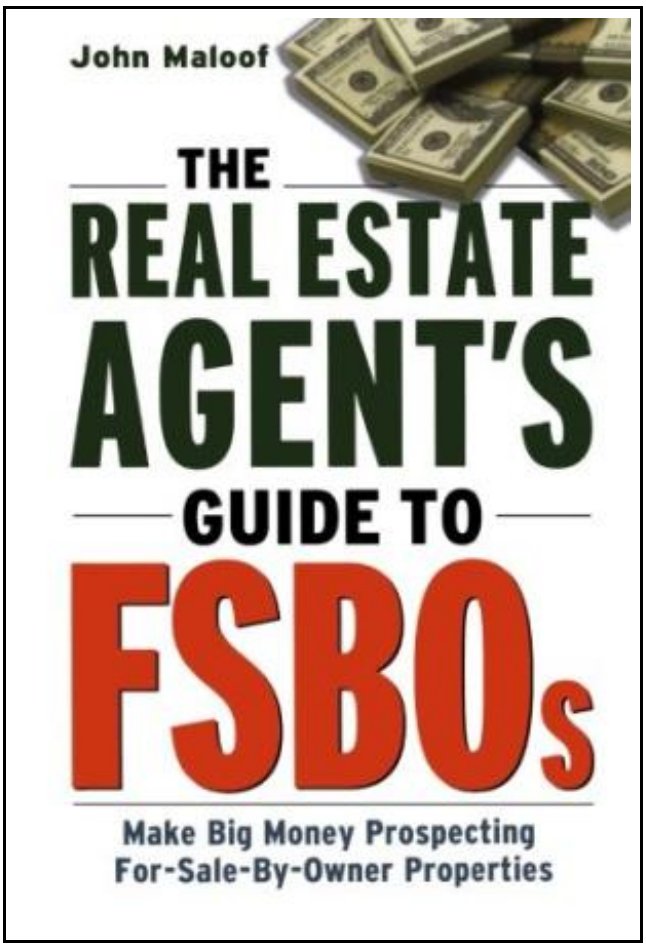
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Amacom, United States, 2007. Paperback. Book Condition: New. 226 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.According to the National Association of Realtors, 86 of new real estate agents don t make it past their first year. The majority give up due to frustration and the overwhelming start-up costs involved in the industry. But there is an untapped resource that will help agents take their careers to new heights-the For-Sale-By-Owner (FSBO) listing. Many homeowners try to sell their home, without an agent, believing that they can find a buyer just as quickly and avoid paying a commission. But often, nothing can be further from the truth. Author John Maloof has built a stellar career by farming FSBOs. He made six figures his first year as a real estate agent using his prospecting plan. Now, in The Real Estate Agent s Guide to FSBOs, he shows other agents how they can do the same. Using these proven techniques, agents will learn how to: * find FSBOs * approach a prospect * make a listing presentation that will convince even the most reluctant homeowner * handle rejections * formulate a marketing plan * service listings * build a referral base * stage open houses * close the sale Complete with Internet resources and a sample resume and log sheet, this is the one book that will show new agents and experienced Realtors alike how to make more money than they ever thought possible.

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