



## List to Last: The Ultimate Guide to Finding, Closing and Managing Residential Listings (Paperback)

By Stephen L Silver

Stephen Silver, United States, 2014. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.This book has been written with the conviction that the key to success as a REALTOR(r) is the ability to find, secure, sell and prospect listings. They are the only sure source of a steady, predictable income and are the foundation of a business which can be grown to become whatever the REALTOR(r) wishes. This book has been designed to provide some guidance to REALTORS(r) about how to overcome these concerns. In this book you ll find systems and tips to assist you in prospecting for listings, determining what your clients perceive to be the most important value you can provide as part of your service, demonstrating your value and proving that you re worth the commission you charge for the services you provid.



**READ ONLINE**  
[ 8.89 MB ]

### Reviews

*This publication could be worthy of a study, and superior to other. it was writtern extremely perfectly and beneficial. I am just easily could possibly get a delight of reading through a published pdf.*

-- **Prof. Bernie Torphy**

*I just started off reading this article ebook. It is actually writter in basic words and not confusing. I am just very happy to let you know that this is the best ebook i actually have read through inside my individual daily life and can be he finest ebook for possibly.*

-- **Dayne Johns**