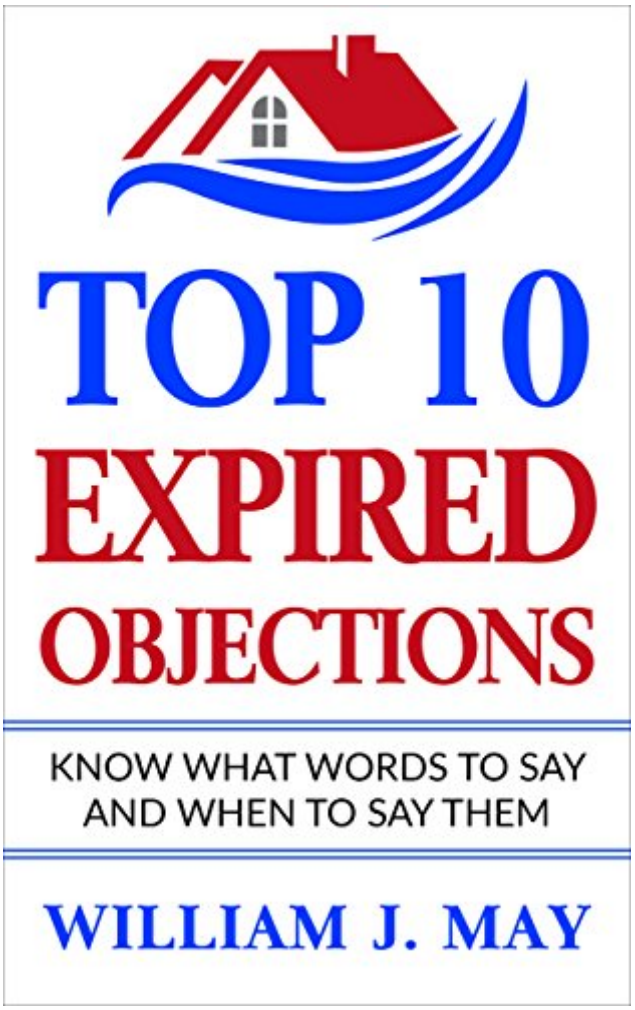
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Top 10 Expired Objections: Know What Words To Say And When To Say Them (The Real Estate Agent Success)



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Synopsis

In Top 10 Expired Objections, William J. May will share with you a strategy for going after the so-called Ã¢â ¬Å“low-hanging fruitÃ¢â ¬Â• of the Real Estate market: Expired Listings. A veteran Real Estate Agent in the Los Angeles housing market, William has built his business on going after the listings that other agents ignore with much success. Now, he wants to show you how to do the same thing in ANY market with the debut edition of a new book series he is working on: The Real Estate Agent Success Series.What You Can Expect To Find in This BookIn this book, William shares the tools of his trade. ThereÃ¢â ¬â„¢s no fluff or junk inside. You get real-world tools used by William himself to build a solid business in one of the most competitive housing markets in the country.Included recommendations from William:Lead generation from numerous sourcesCRMsHis number one course recommendationHelpful Facebook Groups full of veteran agents willing to helpScriptsStrategies to handle objectionsThereÃ¢â ¬â„¢s no other book on the market like this one where you get sound advice on going after the listings other agents ignore.William wonÃ¢â ¬â„¢t lie to you. From the beginning, he stresses the hard work involved, but like all agents, he started from zero. William will show you how to set up your daily schedule so you are building your business from day one, minute one. His words will stick with you as you go after that Ã¢â ¬Å“low-hanging fruitÃ¢â ¬Â•. Like William says, once you get the hang of it, the rewards are PRICELESS. DonÃ¢â ¬â„¢t miss this book!

Book Information

File Size: 1099 KB

Print Length: 55 pages

Publisher: Willie J. May Enterprises; 1 edition (August 17, 2017)

Publication Date: August 17, 2017

Sold by:Ã Â Digital Services LLC

Language: English

ASIN: B074X3JHDR

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Enabled

Screen Reader: Supported

Enhanced Typesetting: Enabled

Best Sellers Rank: #30,144 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #1 inÃ Â Kindle Store > Kindle eBooks > Business & Money > Real Estate > Sales #2 inÃ Â Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Sales & Selling > Real Estate #7 inÃ Â Kindle Store > Kindle eBooks > Education & Teaching > Teacher Resources > Funding

Customer Reviews

I have been a Realtor for 21 years now and have experience with expireds. William May has a great way of explaining where the expired's are coming from emotionally and how to help them reach their real estate goals. Expireds are not the scary monsters that we have been told they are. They are people with needs that we can help them with. Well written and easy to understand! Loaded full of great information! I would recommend this book to any agent that wants to become better at assisting expired sellers!

I "WAS" on the fence concerning learning about real estate. I am a real estate owner but would love to learn how to sell real estate. This book has encouraged me to start my journey on becoming a real estate professional. Thank you Mr. May for writing a book that speaks to the beginner in a language that beginners understand. I would recommend the book to any new real estate broker that wants to take their business to a higher level. Waiting on your next book Sir.

Got the book the day it came out. There is a lot of great information in here, and I will be reading it again to begin implementing the strategies covered. I love when successful agents share their knowledge and help elevate others. Thank you William May!

Great book nice read, very informative you don't need to be in real estate to use these sales tactics as they are universal.. "some of the best listing our the ones you DON'T sell" This my friend is so true!

Best. Book. Ever.

Love this book! It's more than just objection handlers, it goes in to the mind state of the prospect. It also talks directly to mind state of the agent when making the calls. This is a must read.

Thank you so much for sharing your knowledge and expertise. I've been wanting to call expired in

my area for a while and your book is a motivation for me to make it happen.

I really appreciate the deep dive into mindset and getting ready to call. Looking forward to more, as I re-read this over ann over!

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