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# How To Become A Million Dollar Real Estate Agent In Your First Year: What Smart Agents Need To Know Explained Simply




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## Synopsis

It s amazing how many people are starting careers in real estate today, yet how many are successful at it? There are many roadblocks to a thriving real estate career. If you are not listing and selling 15 to 30 properties per month each and every month then this book is for you. This book presents the research of the steps and tactics super-successful real estate sales agents employ today. What makes this book particularly useful is the actual case studies from agents who do this work every day. You will learn their time-tested secrets.This step-by-step guide will show you how to find the properties, how to list them, how to sell them, and ultimately, how to get your commission. Learn the hard-earned secrets of breaking into the real estate field, and become super successful in no time at all. You will learn to quickly attract new prospects, get the highest possible commissions, and get return business and referrals, while still having a life outside of work.In this new book you will learn: how NOT to make the big mistakes most new agents make, licensing and exam fees, Multiple Listing Service (MLS), local Board of Realtors, real estate boards, expenses of doing business, your vehicle and insurance coverage, sales techniques, simple methods to get hundreds of referrals, how to make buyers and sellers happy, how to quickly and easily locate the best deals for your customer, presenting offers, software programs that make running your business effortless, the luxury housing market, Dealing with FSBO s, the commercial market, secrets to using the Internet, setting up a record keeping and computer system, brokers and how to work with them, your professional image, the new frontier, the online Internet world , online tools and ideas, real estate technology tips, search engine and Web site optimization, page rank, Internet leads, web positioning, web optimization building partnerships, and general real estate Internet information, and much more.Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company presidentÃ¢â ¬â„¢s garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed. This Atlantic Publishing eBook was professionally written, edited, fact checked, proofed and designed. The print version of this book is 288 pages and you receive exactly the same content. Over the years our books have won dozens of book awards for content, cover design and interior design including the prestigious Benjamin Franklin award for excellence in publishing. We are proud of the high quality of our books and hope you will enjoy this eBook version.

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## Customer Reviews

How to Become a Million Dollar Real Estate Agent in Your First Year is a very realistic approach to a wide-open field. The author defines devotion to a profession and lists the steps that translate into spectacular money. This book can keep beginning agents from spinning their wheels and show those already in the business how to make opportunities to succeed. This is the only business where you wake up every morning unemployed and your success is a direct result of how hard you work! Here you will get the advice of one who has succeeded and avoided the mistakes and faults she observed in others. This book will give you the impetus and confidence to approach anyone, help them make investments, get the home of their choice, and enhance their worth, while doing the same for yourself. --Ann Bailen, GRI, ABR; Coldwell BankerForeWord Magazine’s Book of the Year Awards - 2008 Career Finalist; ForeWord Magazine’s Book of the Year Award - 2007 Finalist --Book Awards

Susan Alvis has her Tennessee Real Estate License in Retirement. Susan lives in Northeast Tennessee.

I’m an experienced agent and I loved every minute of this book. It gave me some new ideas and a fresh perspective on how I should operate my business. This is the first book I read from cover to cover in a long time. It’s an easy read and it was time well spent. Applying the concepts mentioned

in this book will make all the difference in my business.

This is exactly what I needed to read, as a new agent coming into the field. It brought me up to speed and got to the real "meat," of what you need to know.

Grea

I was impressed with the reviews on this book and after reading it the raves are well deserved. Excellent information!

A "must have" for anyone starting out in real estate! If you follow the suggestions in this book and utilize the tools, how can you fail?

Excellent book!!!!

I have been a broker for 20 years and I felt some of the information is not great.A million dollar producer grosses around 30,000 if they receive a 3% share. That is if they receive an average of 3 percent per transaction side. At that point you need to take out the company split. So it will be around 21,000 to 26,000 before you take off the expenses such as gas, license, board. You end up broke.Also I completely disagree for an agent to go to a 100% company. That will be the ticket to failure. Find the company that offers the best training and leads.

How to Become a Million Dollar Real Estate Agent in Your First Year, written by Susan Smith Alvis, is the perfect book for anyone who is undertaking or considering a career as a real estate agent. Written in a conversational tone that makes for a quick read, this book gives the reader step-by-step instructions for everything from how to set up his business, how to find clients, how to deal with other realtors, and how to, ultimately, close a deal with clients.As an added benefit, How to Become a Million Dollar Real Estate Agent in Your First Year is also filled with great tools for the beginner real estate agent. The glossary of terms is a comprehensive listing of real estate terms and their meanings. The included telephone scripts and canvassing letter formats will prove to be solid starting points as the reader begins to develop and increase his own client base. The section of the book titled "A Day in the Life of a Real Estate Agent" also provides valuable descriptions of the types of things a successful real estate agent does and even how often he does them. What more

instruction could you ask for?How to Become a Million Dollar Real Estate Agent in Your First Year is one book that should become a part of any new real estate agent's reference library. Its no-nonsense advice and well-developed reference section will make the reader glad to have it on his bookshelf.

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