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an introduction to the job of estate agent describing the work of an estate agent the skills and personal qualities required school subjects that are helpful and the training and opportunities that are available cover

this second edition provides an excellent and holistic structure for planning and managing your personal finances everything you need to know in order to make informed decisions about any and every aspect of your finances is contained in the ten key personal financial planning areas career income tax estate investment protection

credit health care retirement and emigration planning ultimately we all hope for financial independence after retirement and how you plan and manage your finances in any one of these key areas can have far reaching positive or negative financial implications for your future key features learning outcomes and self assessment questions numerous diagrams figures and tables outlines the personal financial planning process describes the assessment and measurement of personal financial performance explains the time value of money details ten personal financial planning areas

are you desirous of becoming successful as areal estate agent are you already in the industry and would like to grow your real estate business in this book you will learn amazing lead generating strategies to grow your business additionally the book provides you with the essential quality that all successful real estate agents have that others don t the author creatively guides you through your journey in self discovery with the aim of helping you determine your why with well structured content presented in quick to read chapters the book real estate agent shows new and seasoned real estate agents what they need to do daily to succeed from ways of getting leads and listings to tried and true strategies used by real estate experts readers will get started on the right foot to ramp up in real estate agency the book shows you how to think big aim high and act bold so as a real estate agent you can live large professionally you are presented with strategies to transform your real estate sales job into a million dollar business the book explores the models you need to put in place and then shows you step by step how to implement them the book gives vital guidance on several topics which include legal requirement to become a real estate agent laying out the blueprint positioning yourself against other agents designing the client experience sales expertise marketing principles understanding the facts that control every real estate market sustained business planning be available for your clients problem solving get leads anyway you can work your sphere of influence track everything in a database welcome to the world of real estate sales and the start of an exciting new career as a real estate agent your destiny is now in your hands along with several amazing opportunities flexible hours as well as the freedom to chart your own path you also have the potential to earn fabulous amounts of money as a real estate agent this book contains the essential knowledge you need to start off right in today s vastly changed real estate market avoid common mistakes and get the inside edge that will take you to the top if you re a newer agent or someone who has hit a roadblock or desirous of getting to the next level this book is for you don t let this opportunity pass you by order for real estate agent today and start achieving your greatest goals and biggest dreams are you ready to explore the amazing benefits of this book click the buy now button now and get started right away

a research studies estate agents how to affect the housing prices in the hong kong housing market most of the works on the housing markets in hong kong has ignored

the importance of real estate agents housing market is an imperfectly competitive market the main function of a real estate agent in housing market is to provide information and bring buyers and sellers together but the empirical results of those previous studies are conflicting some studies found out that the effect of estate agents on housing prices is positive but other studies demonstrated that the effect is negative

in inside ea a behind the scenes look at how estate agents operate author steve lucas uses examples from his many years in the industry to teach property buyers and sellers how to best navigate this complex process among the topics lucas covers are how to find the best estate agent and how to avoid working with the worst he reveals the tricks of the trade and psychological maneuvering agents commonly use to close deals and he discusses how competition between agents can adversely affect buyers and sellers the author shares other helpful tips as well including tips on repossessions appraisals and investment properties throughout the book lucas uses real life scenarios to illustrate his points and the final chapter includes a collection of humorous stories about the sometimes zany behavior of both agents and clients inside ea offers advice that ethical estate agents want their clients to hear but it also details questionable practices by those who prefer that buyers and sellers remain ignorant get the most complete picture possible of the industry with this informational and entertaining book

buying a property abroad is one of the biggest decisions you ll ever make but don t worry your spanish dream needn t become a nightmare from finding an estate agent and arranging a mortgage to negotiating the best price and moving in this book is packed with practical advice on every aspect of the spanish property market it leads you safely and simply through the legal logistical and financial minefields helping you maximise your time and your money to enjoy a hassle free property purchase

if you spent one hour a month nurturing your finances for the next twelve months how would you feel this time next year what would be different mapping out a plan for achieving your big goals and managing everyday spending money lessons is your own pocket financial expert whether you have it or not money is often as difficult to talk about as it is to handle many of us will at one point need advice on how to ask for a pay rise save up to buy a place pay for a mortgage finance a career move budget for a wedding fund a big trip get out of debt retire comfortably building on her 15 years of experience helping countless people to make smart financial decisions lisa conway hughes tackles these topics in a short guide to being savvy and getting what you want in every stage of your life full of expert knowledge and success stories this is essential reading for anyone who wants to turn a dream into a plan and eventually a reality

aimed at uk property investors property negotiation will teach you how to get the best price for your next property

the growing trend for purchasing property in france either as a main or second home has led to a corresponding need for a book which explains the french conveyancing system for lawyers trained in other legal systems french property and inheritance law offers practical guidance to lawyers and other professionals advising clients on property transactions and related matters in france including buying selling and mortgaging land the ownership of flats and leases and the establishment of companies to own land as a means of avoiding french inheritance rules and to mitigate french inheritance tax it unravels the mysteries of many features of the french system such as the marriage régime the pacs and sales en viager which can often be advantageous to non french clients the book also covers all aspects of french inheritance law including the rules of intestacy the making of wills and the inheritance rights of the surviving spouse and the rights of other members of the family the author offers advice on how beneficiaries can avoid personal liability for the debts of a deceased and provides practical guidance on the administration of estates a glossary and relevant legal precedents are also included the author also writes regular updates on new key developments in french property law please see the publication solicitors journal for details of his articles on the subject

the real estate agents handbook 2013 consolidates into one easy to follow volume the real estate agents authority rules and guides along with key legislation relevant to the real estate industry the handbook contains summaries commentary on the real estate agents disciplinary tribunal decisions and compliance guidance for agents written by the legal counsel and senior solicitor of the real estate agents authority it also contains the new real estate agents act professional conduct and client care rules 2012 with policy intent behind the rules plus cross references to previous rule numbers

this book examines in detail the principles underpinning professional liability both at common law tort and contract and by reason of statute trade practices act and fair trading acts in the context of property professionals it includes comprehensive coverage of the civil liability acts the early chapters deal with the sources of professional liability they include an analysis of remedies for breach of professional obligations generally and of procedural issues such as limitation of actions expert evidence apportionment and contributory negligence in the setting of professional liability the heart of the book is original and accessible material on the measure of damages as it relates to the liability of the various professionals who become involved in property transactions there are further chapters on the liability of lenders and local authorities as organisations commonly involved it is an essential reference for any barrister solicitor or other professional directly or indirectly involved in litigation in this area as well as property lawyers with a foreword by the hon justice ian callinan for more detailed information about the book s purpose and structure please read the extract from the preface below

commercial law judgments south africa

this work shows agents how to structure their business in a manner that protects deals increases success and keeps agents liability free

do you know that building a successful and influential real estate career requires the drive to persevere drive to learn from successful individuals drive to embrace working principles and the ability to execute working strategies do you know a lot of people envision becoming a successful and prosperous real estate agent but i will shock you not all everyone would be successful in this industry the profession demands real hard work and building secure connections with clients prospects it is challenging to break out and be successful it requires doing something different you cannot compete without having a different strategy you need to be unique so what footsteps do you need to take to become highly successful as a real estate agent you must enter the profession well prepared and with a license for the business you must be ready to burn all your bridges and that is because no matter how bad the beginning is you must be willing to do all to be successful remember influential people don t always get started the easy way it takes sleepless nights hardworking mornings and learning afternoons when i started my estate agency business i almost gave up i thought the old strategies would serve me for a lifetime but honestly it almost got me debts i almost gave up in 12 months until i broke to pieces those dark tunnels that steal success to see the light you cannot reach new grounds until you choose to rise my mum once told me she said todd you cannot be successful until you paddle the boat of successful people i was like what do you mean mum she said and i quote you must be a slave to successful people she said being a slave to successful people doesn t mean polishing their shoes making their hair etc but go the extra miles to get their idea don t try to start anything everything you want to do has been done copy the working strategies rebrand them and shoot out she said do everything in your power to cough out the highest amount to get ideas from gurus that would sit you at the top listen you cannot be successful in any business if you don t do what others are not willing to do you cannot be successful as a real estate agent if you don t have that zeal to bring something new to the table you must continuously craft out ideas that would sit you at the top enough of mediocre strategies it is time to craft out a plan that would set you apart if you want to be miles ahead of other estate agents you must be ready to bring out that uniqueness in you do you know it s estimated that 80 percent of all real estate agents fail in their first four years now let me ask you this simple question how can you avoid joining them using outdated strategies or coming out with new policies that would make you the number one i communicated to some successful real estate agents for their tips tools and insights and here are 30 powerful strategies to standing out in this highly profitable business listen the secrets i would be revealing in this book can make

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