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The Book of YES: The Ultimate Real Estate Agent Conversation Guide

By Kevin Ward

CreateSpace Independent Publishing Platform. Paperback. Condition: New. This item is printed on demand. 152 pages. Dimensions: 9.0in. x 6.0in. x 0.4in. In The Book of YES, you will find the most powerful scripts in the real estate industry today. If you're tired of the same old sales scripts or if you've done away with them all together, I know how you feel because I've been there. I was tired of seeing the same B. S. (bad sales) approaches and I wanted something that felt more natural for me. So I started creating my own scripts, for the simple reason that I hated being told, No. For me nothing was worse than that feeling of rejection. I was determined to figure out the perfect thing to say in every situation, and how to say it in a way that would cause sellers and buyers to want to say Yes! to me every time. This book is the result of that quest. And I've broken it in two unique parts so you can spend less time reading it, and more time using the life-changing scripts inside. Part 1 will give you the foundation for making the scripts work for you. Not just...



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