

Ignite Keller Williams Realty

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your best guide to buying your first home the first time you ride a bike share a kiss or drive a car there's something thrilling about firsts the adventure of buying your first home is no less memorable and like most adventure you'll face challenges learn new skills

and have novel experiences along the way ever explored six strangers homes in a single day get ready every pay more than six figures for anything take a deep breath ever sign a hundred or so legal documents in a single sitting and love every nerve wracking minute of it limber up your writing hand an incredible yet memorable journeys awaits assembled from hundreds of interviews in depth research and decades of experience your first home the proven path to homeownership is your trusted guide your first home will help you navigate the real estate buying process from home search to closing day secure a real estate agent to advocate for you find a lender you can trust secure the lowest interest rate and monthly payments identify a home that's right for you craft a winning offer negotiate with sellers settle into homeownership with style this second edition is expanded to address new trends and share new tools to help you find finance and buy a home you'll be proud of for years to come

in 2005 mo assumed her current role as vice chairman of the board of keller williams realty after decades of success which earned her innumerable professional accolades and awards mo is focused on the future she continues to nurture the keller williams culture through training coaching and consulting with keller williams associates and leaders her most recent and exciting endeavor has been writing this book a joy filled life which she is currently touring north america and speaking about in 2014 she also launched moanderson com through this online mentorship platform mo shares life changing principles to a rapidly growing community of members in every way mo is committed to leaving a legacy the higher purpose of business is to give care and share

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falling market and other times you'll shift to take your business to the next level both can transform your business and your life you can change your thinking your focus your actions and ultimately your results to get back in the game and ahead of the competition the tactics that jump start your business in tough times will power it forward in good times no matter the market shift shift explores twelve proven strategies for achieving success in any real estate market including master the market of the moment short sales foreclosures and reos create urgency overcoming buyer reluctance re margin your business expense management find the motivated lead generation expand the options creative financing

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provides proven practical guidance on buying your first home from how to hire a real estate agent and determine what you can afford to buy to closing on your new home

this book is not just a bargain it s a steal it s filled with practical workable advice for anyone wanting to build wealth mike summey co author of the bestselling the weekend millionaire s secrets to investing in real estate anyone who seeks financial wealth must first learn the fundamental truths and models that drive it the millionaire real estate investor represents the collected wisdom and experience of over 100 millionaire investors from all walks of life who pursued financial wealth and achieved the life changing freedom it delivers this book in straightforward no nonsense easy to read style reveals their proven strategies the millionaire real estate investor is your handbook to the tried and true financial wealth building vehicle that rewards patience and perseverance and is available to all real estate you ll learn myths about money and investing that hold people back and how to develop the mindset of a millionaire investor how to develop sound criteria for identifying great real estate investment opportunities how to zero in on the key terms of any transaction and achieve the best possible deals how to develop the dream team that will help you build your millionaire investment business proven models and strategies millionaire investors use to track their net worth understand their finances build their network lead generate for properties and acquire them the millionaire real estate investor is about you and your money it s about your financial potential it s about discovering the millionaire investor in you

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and lots of stress and you want more you want more productivity from your work more income for a better lifestyle you want more satisfaction from life and more time for yourself your family and your friends now you can have both less and more in the one thing you'll learn to cut through the clutter achieve better results in less time build momentum toward your goal dial down the stress overcome that overwhelmed feeling revive your energy stay on track master what matters to you the one thing is the new york times bestseller that delivers extraordinary results in every area of your life see what readers are saying about the one thing this book is a must read for anyone who feels overwhelmed by too many things to do on their daily schedule you know those rare and special times when you pick up a book that changes your life this book is a manual for creating a big life

this is an updated guide that includes helpful information about our team tips checklists and research that will guide you through the exciting process of selling your home you can refer to this guide early and often during your home selling journey

the hustler's hand guide is the simplest most productive tool a real estate agent can use to help consistently track and grow a productive real estate business in real estate the only thing an agent is able to control is their lead generation activities to secure appointments with clients but it's ultimately their clients who choose whether to buy sell or invest in real estate with the hustler's hand guide real estate agents can hold themselves accountable and easily track their daily contacts appointments agreements and contracts by tracking these metrics agents will be able to calculate their conversion ratios to gain insight on their strengths and weaknesses so they can learn where to focus to improve the hustler's hand guide is a must for any real estate agent focused on the daily activities it takes to be successful in the industry

insider secrets is a comprehensive guide to a successful real estate career clear and concise it contains the basics for new agents insights for the more experienced agent and help from the pros just a few of the secrets you will learn how to make everyone you meet a potential client for life how to become a phenomenal problem solver putting you in the top 20 of high producers how to stay off the roller coaster of inconsistent sales and earn hundreds of thousands year after year the cynda sells real estate group has continued to grow consistently earning six figures for the last 15 years as a top listing agent broker and team leader cynda has shared her expertise by training and mentoring hundreds of agents helping them to have successful real estate careers the cynda sells team has consisted of her three children two buyers agents and a transaction coordinator they currently are with keller williams realty and sell real estate in both missouri and kansas cynda will tell you that she has a love affair with real estate she loves her clients fellow agents and business associates and gives back to them whenever she can by using her skills and experience to teach and empower them to be the best they can be cyndasells com

if your listing expired and your home did not sell there are a number of obvious questions that are running through your mind why did my listing fail to sell why did my last agent's efforts fail what are other real estate agents doing to market homes that my agent

just did not do for me those are common questions and are pretty easily answered before you list with another agent or even give up on selling your home all together you need to read this book selling your home after the listing expires in this book real estate professional todd hudson shares common reasons why listings expire without selling and what it will take to prevent that from happening again this book reveals some of the most common mistakes made by real estate agents or sellers that can cause your listing to expire without selling you need to be aware of these mistakes and the solutions i bring to the table that will cause you to succeed with your next listing

biography of alana eisner currently realtor at keller williams realty previously director of catering at fox bros bar b q and realtor at avenue realty

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