

The Complete Idiot's Guide to Success as a Real Estate Agent, 2E

Marilyn Sullivan

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Marilyn Sullivan : The Complete Idiot's Guide to Success as a Real Estate Agent, 2E before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Complete Idiot's Guide to Success as a Real Estate Agent, 2E:

0 of 0 people found the following review helpful. Basic and helpful guide to anyone interested in Real Estate ...By PATRICIO E CASTRO Basic and helpful guide to anyone interested in Real Estate. It gives you practical advice on how the business is performed. 9 of 10 people found the following review helpful. I feel like an idiot for buying it. By nome de plume I have recently become licensed and attained both a sales person and a broker's license. I thought the advice on how to pass the state exam was rubbish... here is the best advice ...study till you know the material and then take the test. The rest of the book was amateurish at best and I will just donate it to our local vets on the next charity drive. 3 of 4 people found the following review helpful. The Complete Idiot's Guide to Success as Real Estate Agent. By Amber Hale I thought this book was very educational on the basics of real estate. How to get started, what a single day in real estate would be like and much more. If you are considering becoming a real estate agent, this book is a must read to make sure that is what you want to do.

The incredible growth of the real estate market over the past few years has more and more people looking to change jobs and get in on the action. Fully revised and updated (and written by a highly regarded real estate broker, author, and lawyer), this book covers everything from whether or not real estate sales is the right career move, to how to master the skills necessary to be successful. Includes a consideration of the pros and cons of a career in real estate sales, as well as hints for taking the exam and getting licensed. Updated information on websites, technology, and newly-popular discounted fee structure. Provides easy-to-follow, customizable business markets.

...offers "real estate advice for aspiring agents" and does an excellent job. -- Dr. Kenneth W. Edwards, *The Real Estate Professional Magazine*, Nov/Dec 2004 This book is a must read. Yacute; On my scale of one to 10, it rates a solid 10. -- Bob Bruss, nationally syndicated real estate book review About the Author Marilyn Sullivan is an author, real estate broker, and lawyer. She has written several books on real estate and has been featured on national television. She also instructs through the California Department of Real Estate. Layne Kulwin is a training manager with Coldwell Banker, where he is responsible for teaching new agents the skills for success.