



If You're Not Having Fun Selling Real Estate, You're Not Doing it Right

Jennifer Allan GRI

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The secret of joy in work is one word - excellence. To know how to do something well is to enjoy it.
Pearl S. Buck

The more fun you have selling real estate, the more real estate you will sell.

Jennifer Allan, GRI

What is fun exactly? And how do you have some more of it?

Having more fun at work isn't about long lunches, casual Fridays or bring-your-dog-to-work day. It's about being really, really good at what you do. And knowing it. It's about being proud of how you promote yourself and your business. It's about making a comfortable (or even exceptional) income without changing who you are or becoming someone you don't recognize. It's about getting up every morning, eager to get to work, because you know you're the best thing that could ever happen to your clients.

Now that's fun.

In this sequel to *Sell with Soul*, Jennifer Allan shows you how to:

- * Generate business and referrals from friends without making a nuisance of yourself;
 - * Win at the Numbers Game without spending a fortune or filling up land-fills;
 - * Become the agent who SELLS houses, not just lists them;
 - * Fill your pipeline by productively wasting your time;
 - * Painlessly and confidently negotiate commissions;
 - * List more houses by tossing out the listing presentation;
 - * Trust your gut when choosing a prospecting strategy;
- ...and of course... have more fun, make more money and enjoy the heck out of your real estate career!

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Cleveland Bolton:

Reading can called brain hangout, why? Because when you find yourself reading a book mainly book entitled If You're Not Having Fun Selling Real Estate, You're Not Doing it Right your thoughts will drift away trough every dimension, wandering in each aspect that maybe unknown for but surely can be your mind friends. Imaging each and every word written in a book then become one web form conclusion and explanation in which maybe you never get previous to. The If You're Not Having Fun Selling Real Estate, You're Not Doing it Right giving you another experience more than blown away your brain but also giving you useful details for your better life in this era. So now let us show you the relaxing pattern this is your body and mind are going to be pleased when you are finished reading through it, like winning a sport. Do you want to try this extraordinary investing spare time activity?

Clara Bearden:

Within this era which is the greater person or who has ability to do something more are more precious than other. Do you want to become considered one of it? It is just simple method to have that. What you have to do is just spending your time almost no but quite enough to get a look at some books. One of the books in the top checklist in your reading list is If You're Not Having Fun Selling Real Estate, You're Not Doing it Right. This book and that is qualified as The Hungry Slopes can get you closer in turning into precious person. By looking way up and review this publication you can get many advantages.

Martina Lassiter:

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