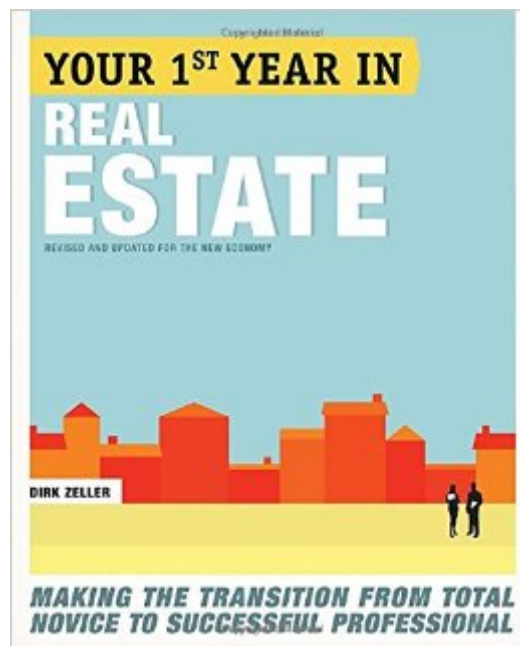


The book was found

# Your First Year In Real Estate, 2nd Ed.: Making The Transition From Total Novice To Successful Professional



## Synopsis

Newly Expanded with More Expert Advice to Help You Build a Winning Real Estate

Career! Welcome to the world of real estate sales, and the start of an exciting new career! Your destiny is now in your hands. Along with endless opportunities, flexible hours, and the freedom to chart your own path, you also have the potential to earn fabulous amounts of money. All you need for total success is preparation. Revised and expanded, *Your First Year in Real Estate* contains the essential knowledge you need to start off right in today's vastly changed real estate market, avoid common first-year missteps, and get the inside edge that will take you to the top. Real estate expert Dirk Zeller has compiled the industry's proven secrets and strategies that will enable novice agents to hit the ground running and excel from day one. You'll get the insider's guide to:

- Selecting the right company
- Developing valuable mentor and client relationships
- Using the Internet and social networking to stay ahead of the competition (NEW!)
- Setting and reaching essential career goals
- Staying on top in today's challenging real estate climate (NEW!)
- And so much more.

Concise and thorough, *Your First Year in Real Estate* is like having the top coach right by your side.

## Book Information

Series: Your 1st Year in Real Estate

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Average Customer Review: 4.5 out of 5 stars [See all reviews](#) (20 customer reviews)

Best Sellers Rank: #11,234 in Books (See Top 100 in Books) #3 in [Books > Business & Money >](#)

[Real Estate > Sales](#) #79 in [Books > Business & Money > Job Hunting & Careers > Guides](#)

#3479 in [Books > Reference](#)

## Customer Reviews

If you are looking for specifics, you might be disappointed. This book has lots of general and obvious advice (believe in yourself, manage your time, find a mentor, etc) along with inspirational quotes from people like Vince Lombardi and success stories about athletes and others who worked

hard and excelled. That stuff is completely useless to me. The second half of the book gets much better. There's some specific information about prospecting techniques, leads, listing presentations and referrals.

Very good information for new realtors. Will put in practice this information. Definitely recommend it to everyone to start their business the right way.

This book has been instrumental in my success in my first year. I would recommend to all new real estate agents as an outline to their business plan

This book was a great read. I am taking my classes to be a real estate agent now and it has provided some real insight that the classes are not intended to and that I am sure no one else will tell you.

Dirk Zeller with Real Estate Champions isn't someone I would recommend as an instructor. His FSBO, Expired, ect.... classes I spent \$500 and they are awful! There were skipped appointments and called on wrong days, never seemed to recall some of the teaching sessions... just really bad service all the way around. Save your money. My broker has great advice and coaching --- better yet - it's totally free! BUYER BEWARE: Dirk comes off as the 50 year old man you see selling used cars at your local dealership but I was willing to give him the benefit of the doubt, like I do most people. Some of the real estate classes he teaches aren't up to date with today's technology and are really old school. I feel the same about this book -- THE GUY IS OLD SCHOOL -- so if your looking to be part of the technology shift in real estate. Don't buy the book!! guess - if I would have been practicing real estate 20 years ago then there might have been some value in the teaching or at least some relevance for in this book. Some of my realtor friends that have coached with him or people on his team ---- have had some bad experiences too. Their business practices make it sound like they are really desperate for your money!

I am a Real Estate Broker and this is a great book to give new agents. It takes them step by step their first year so they develop good habits that will make them successful in the long run.

One of the best books I've found and I've checked out a lot of them. Highly, highly recommended for relatively new agents. Very readable, great info. I'm currently reading it again for the second time.

Made a lot of interesting points and tips. Some are things you read about in other books. A good read though.

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