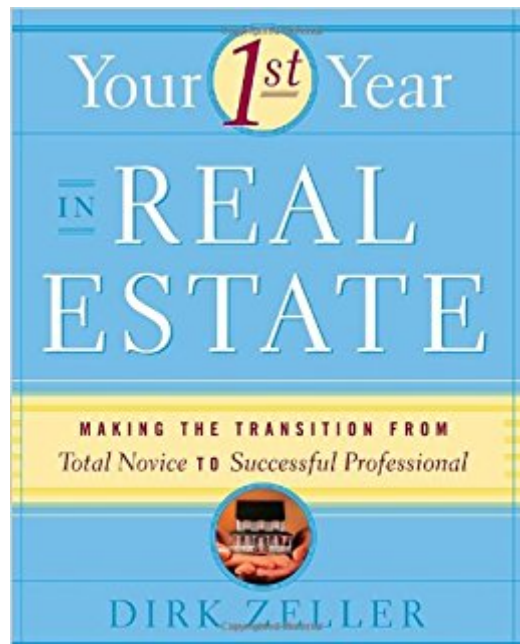


The book was found

Your First Year In Real Estate: Making The Transition From Total Novice To Successful Professional



Synopsis

Classic Insight into Building a Fabulous Career in Real EstateWelcome to the world of real estate sales! Now, you control your destiny. A career in real estate offers endless opportunities, the freedom of flexible hours, and the potential to earn fabulous amounts of money. But to reach your goals you need to be prepared. Before you dive in, you must learn everything you can and discover the edge that will take you to the top. Inside, experienced and top-notch real estate professional Dirk Zeller presents the secrets to success that will allow you to excel from day one. Full of practical answers and step-by-step solutions to the field's most common obstacles and challenges, *Your First Year in Real Estate* will help you build a solid foundation for a lifetime of real estate success. Be a real estate champion from day one by knowing how to:

- Select the right company and get off to the right start
- Develop valuable mentor and client relationships
- Master your sales skills
- Achieve the financial results you desire
- Set and reach important career goals

Dirk Zeller's approach is brilliant! He gives the best basic marketing techniques to his students. I applaud this book."

"Bonnie S. Mays, vice president, Reality World America, and executive director, Reality World Academy"

Follow the advice in this book and you will join the growing list of real estate professionals who call Dirk Zeller their mentor!"

"Rick DeLuca, nationally recognized real estate speaker

Book Information

Series: Your First Year

Paperback: 304 pages

Publisher: Three Rivers Press; 1 edition (July 12, 2001)

Language: English

ISBN-10: 0761534121

ISBN-13: 978-0761534129

Product Dimensions: 7.4 x 0.7 x 9.1 inches

Shipping Weight: 1.2 pounds

Average Customer Review: 3.9 out of 5 stars • See all reviews (83 customer reviews)

Best Sellers Rank: #394,281 in Books (See Top 100 in Books) #91 in Books > Business & Money > Real Estate > Sales #1700 in Books > Business & Money > Job Hunting & Careers > Guides #6992 in Books > Business & Money > Economics

Customer Reviews

I'm not really sure why this book got such high marks from the other reviewers. The book is

page-numbered to 281, plus the introduction and table of contents, but it really should have been only 100 pages, and can be summarized with "Set a goal, be persistent, find a mentor." In other words, there isn't a lot of substance to be found. Probably the best chapter of the book is Chapter 1, "Selecting the Right Company". In it, the book gives you a decent list of things to think about when you're looking for a broker to work under. There is also a helpful list of questions that you need to ask your potential brokers when you are interviewing with them. On the other hand, the chapter falls flat when talking about the questions that the broker is likely to ask you. While the book gives you a list of questions, it doesn't counsel you in any way regarding what you might want to say or avoid saying in your answers. The first sign that this book is going to be high on fluff and low on useful real estate sales help is the book's wide margins and line spacing, and large fonts. This makes for a low info-per-page ratio. Next you'll notice that there is too much of vague generalities about real estate, too much meandering talk of discipline and persistence and goal setting and self-affirmation. Illustrative of this point is the fact that the book makes no mention whatsoever about open houses. Nothing. If open houses aren't worthwhile then why wouldn't you at least spend a couple of pages explaining why and presenting some scripts for convincing your sellers (and perhaps brokers?) not to do them? Speaking of scripts, on pages 35 through 37 Mr. Zeller uses a lot of words to convince you of the importance and utility of scripts.

Your 1st Year in Real Estate is a comprehensive and exciting plan for success in Real Estate and life. In the tradition of Jim Rohn, Brian Tracy and Zig Ziglar, Dirk Zeller challenges you to not only achieve your wildest dreams through a lucrative career in Real Estate but also maintain balance, for a life worth living. This is the business plan that I was looking for when I started my career as an agent... Dirk doesn't leave any questions about what you should do or how to do it. Dirk has put a tremendous amount of information into this book and I commend him for his honest and sincerity. Experience is the greatest teacher and Dirk has put all of his into the book! Your 1st Year in Real Estate should be called The Fundamentals of a Successful Real Estate Career. Dirk tells you exactly how to create a business that is predictable and can be duplicated. One of the biggest worries for all agents is when and where the next closing (check) will come from. Dirk illustrates how to make your business proactive instead of reactive. He shows you exactly how to predict the amount of business you will generate based on activity, this information is priceless! Dirk even gives you the activities that pay! The book goes well beyond your 1st year in detailing the importance of time management and cost control. Dirk goes into extensive detail about these often-misunderstood elements of really high performers. It's in these chapters that Dirk details how to become the best of

the best and achieve a high net income not just a high gross. In my estimation this is a must read for every agent who wants to achieve any measure of success in Real Estate and have a life. Dirk's career in Real Estate was one of massive success while enjoying a life away from work.

[Download to continue reading...](#)

Your First Year in Real Estate, 2nd Ed.: Making the Transition from Total Novice to Successful Professional Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional Your First Year As a Nurse, Second Edition: Making the Transition from Total Novice to Successful Professional Real Estate: 25 Best Strategies for Real Estate Investing, Home Buying and Flipping Houses (Real Estate, Real Estate Investing, home buying, flipping houses, ... income, investing, entrepreneurship) Real Estate: 30 Best Strategies to Prosper in Real Estate - Real Estate Investing, Financing & Cash Flow (Real Estate Investing, Flipping Houses, Brokers, Foreclosure) Beginning JavaScript with DOM Scripting and Ajax: From Novice to Professional (Beginning: From Novice to Professional) Beginning Perl Web Development: From Novice to Professional (Beginning: From Novice to Professional) A Guide to MAKING IT in Real Estate: A SUCCESS GUIDE for real estate lenders, real estate agents and those who would like to learn about the professions. The Honest Real Estate Agent: A Training Guide for a Successful First Year and Beyond as a Real Estate Agent How to Start Your Own Real Estate Photography Business!: A Step-by-Step Guide to Show You How to Begin Your Own Real Estate Photography Business in 14 ... for real estate, photographing houses) Florida Real Estate Law and Practice Explained (All Florida School of Real Estate - Florida Real Estate Mastery) (Volume 1) Confessions of a Real Estate Entrepreneur: What It Takes to Win in High-Stakes Commercial Real Estate: What it Takes to Win in High-Stakes Commercial Real Estate Real Estate: Investing Successfully for Beginners (w/ BONUS CONTENT): Making Money and Building Wealth with your FIRST Real Estate property! The Real Book of Real Estate: Real Experts. Real Stories. Real Life Loopholes of Real Estate: Secrets of Successful Real Estate Investing (Rich Dad Advisors) The Ultimate Guide to Success for the New or Struggling Real Estate Agent: PRINCIPLES of a SUCCESSFUL REAL ESTATE AGENT REAL ESTATE: A Guide for First Time Agents to Effectively Grow Your Business From Nothing to a Sustainable Growing Career (Beginner's Guide, Career Management, Lead Generation, Real Estate Investors) PASSIVE INCOME :REAL ESTATE (Book #5): Proven Strategies on how to succeed in the real estate market and make it an impressive source of passive income(real ... made easy beginner) (MONEY IS POWER) The Book on Investing In Real Estate with No (and Low) Money Down: Real Life Strategies for Investing in Real Estate Using Other People's Money Nursing Today: Transition and Trends, 8e (Nursing Today: Transition & Trends (Zerwekh))

