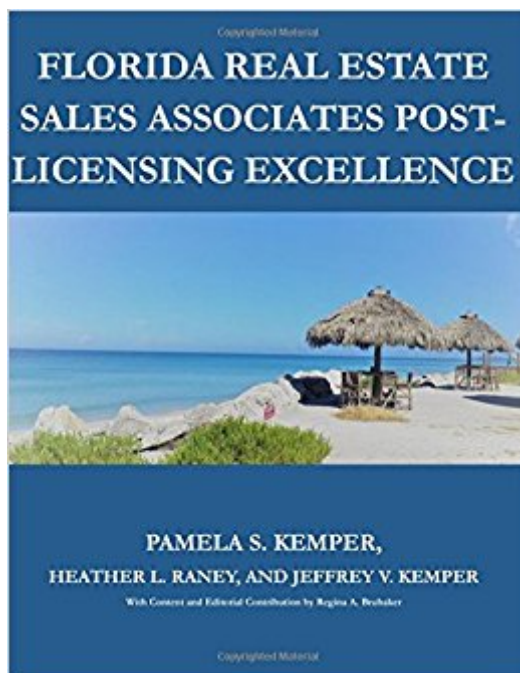


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Florida Real Estate Sales Associates Post-Licensing Excellence



Synopsis

Every real estate sales licensee in the state of Florida is required to take an approved 45-hour post-licensing sales course prior to the first renewal of the licensee's license. This book, Florida Real Estate Sales Associates Post-Licensing Excellence corresponds with Azure Tide's state approved course to meet this requirement. The content of Florida Real Estate Sales Associates Post-Licensing Excellence is based on the authors' own experiences in building a real estate business. It contains heavy emphasis on prospecting for business building opportunities. Furthermore, it teaches agents how to handle buyer and seller objections enabling them to get more listings and sell more houses. It is a great asset for Florida Real Estate licensees needing to fulfill their post-licensing requirements and for those wanting to build a successful real estate business. Florida Real Estate Sales Associates Post-Licensing Excellence, is divided into 4 sections with a total of 16 chapters. SECTION 1 BUSINESS BUILDING, focuses on building a thriving real estate business. SECTION 2 THE DEAL, focuses on successfully taking a deal from contract to closing. SECTION 3 LEGAL ISSUES, focuses on legal issues affecting the practice of real estate. SECTION 4 PROPERTY MANAGEMENT, focuses on providing property management services. This state approved course is required within the licensee's first renewal period to maintain a Florida Real Estate license. It is designed to help a new licensee navigate through the many issues of starting a real estate career.

Book Information

Paperback: 232 pages

Publisher: CreateSpace Independent Publishing Platform (August 23, 2017)

Language: English

ISBN-10: 1974501426

ISBN-13: 978-1974501427

Product Dimensions: 8.5 x 0.5 x 11 inches

Shipping Weight: 1.5 pounds (View shipping rates and policies)

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Best Sellers Rank: #920,952 in Books (See Top 100 in Books) #179 in Books > Business & Money > Real Estate > Sales

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