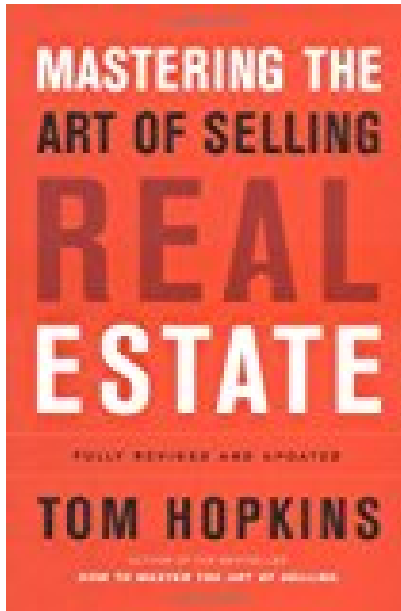


# Mastering the Art of Selling Real Estate Fully Revised and Updated

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## BOOK DETAILS

- Author : Tom Hopkins
- Pages : 400 Pages
- Publisher : Portfolio
- Language : English
- ISBN : 1591840406



## BOOK SYNOPSIS

Describes the characteristics of a top salesperson, tells how to acquire and maintain listings, and offers practical tips on finding clients, holding effective open houses, establishing a fair price, and closing sales, in an updated guide to the art of real-estate sales. 20,000 first printing.

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