



Door to Door Real Estate Prospecting: The Complete Guide to Door Knocking for Listings

By Linda Schneider

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Want More Real Estate Listings? Then go directly to the source...knock and ask home owners when they plan to move. Sounds simple, right? But of course the devil is in the details: what to say, how to dress, how to get them to talk, how to track results, how to get motivated, how to improve results, what to hand out, how to handle rejection, how to follow up, and most importantly, how to convert leads to appointments.

This book was born of experience, not theory. The information comes from both successful and failed door-to-door real estate prospecting efforts. In these pages, you'll see how some agents make over half a million dollars a year from door knocking, and you'll see how others struggle -- giving you a chance to learn from their mistakes. You'll see how new agents got started, and how long it took them to get their first listing. You'll discover what's hard, and how to make it easy. Most importantly, you'll see that it is both possible and realistic to use door knocking as a real estate prospecting approach to generate 10 to 20 listings per year.

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Editorial Review

About the Author

Linda Schneider is a real estate trainer, agent, and mentor. First licensed in 1984, she has seen the ups and downs of the industry as an agent and trainer for such companies as By Referral Only and Coldwell Banker. She willingly shares her insights and experiences to help agents succeed. "All agents start out with excitement, intelligence, and drive. I help them thrive by finding the right prospecting approach for their personality and goals."

Users Review

From reader reviews:

Lenore Ryan:

Nowadays reading books are more than want or need but also be a life style. This reading addiction give you lot of advantages. The advantages you got of course the knowledge even the information inside the book this improve your knowledge and information. The information you get based on what kind of guide you read, if you want attract knowledge just go with education books but if you want truly feel happy read one along with theme for entertaining like comic or novel. The actual Door to Door Real Estate Prospecting: The Complete Guide to Door Knocking for Listings is kind of book which is giving the reader capricious experience.

Christine Erhart:

This Door to Door Real Estate Prospecting: The Complete Guide to Door Knocking for Listings are reliable for you who want to become a successful person, why. The main reason of this Door to Door Real Estate Prospecting: The Complete Guide to Door Knocking for Listings can be one of many great books you must have is definitely giving you more than just simple looking at food but feed an individual with information that perhaps will shock your before knowledge. This book is handy, you can bring it just about everywhere and whenever your conditions in the e-book and printed versions. Beside that this Door to Door Real Estate Prospecting: The Complete Guide to Door Knocking for Listings giving you an enormous of experience like rich vocabulary, giving you tryout of critical thinking that we understand it useful in your day pastime. So , let's have it and revel in reading.

Ann Bland:

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Crystal Thomas:

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