



Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional

By Dirk Zeller

[Download now](#)

[Read Online](#) 

Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional By Dirk Zeller

Classic Insight into Building a Fabulous Career in Real Estate

Welcome 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

 [Download Your First Year in Real Estate: Making the Transit ...pdf](#)

 [Read Online Your First Year in Real Estate: Making the Trans ...pdf](#)

Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional

By Dirk Zeller

Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional

By Dirk Zeller

Classic Insight into Building a Fabulous Career in Real Estate

Welcome 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

Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional

By Dirk Zeller Bibliography

- Sales Rank: #804196 in Books
- Brand: Brand: Three Rivers Press
- Published on: 2001-07-12
- Released on: 2001-11-13
- Original language: English
- Number of items: 1
- Dimensions: 9.10" h x .67" w x 7.40" l, 1.09 pounds
- Binding: Paperback
- 304 pages

 [Download](#) Your First Year in Real Estate: Making the Transit ...pdf

 [Read Online](#) Your First Year in Real Estate: Making the Trans ...pdf

Download and Read Free Online Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional By Dirk Zeller

Editorial Review

Review

"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, Realty World America, and executive director, Realty 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

From the Inside Flap

Classic Insight into Building a Fabulous Career in Real Estate

Welcome 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

From the Back Cover

"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, Realty World America, and executive director, Realty 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

Users Review

From reader reviews:

Benedict Wilkerson:

What do you concerning book? It is not important together with you? Or just adding material when you require something to explain what your own problem? How about your spare time? Or are you busy particular person? If you don't have spare time to complete others business, it is gives you the sense of being bored faster. And you have extra time? What did you do? Every individual has many questions above. They must answer that question mainly because just their can do that. It said that about e-book. Book is familiar on every person. Yes, it is appropriate. Because start from on kindergarten until university need this Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional to read.

Linda Gabriel:

In this 21st centuries, people become competitive in most way. By being competitive right now, people have do something to make them survives, being in the middle of the crowded place and notice through surrounding. One thing that occasionally many people have underestimated this for a while is reading. Yeah, by reading a reserve your ability to survive boost then having chance to stand up than other is high. To suit your needs who want to start reading a book, we give you this kind of Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional book as nice and daily reading book. Why, because this book is usually more than just a book.

Joseph Haner:

Reading can called brain hangout, why? Because when you are reading a book especially book entitled Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional your brain will drift away trough every dimension, wandering in most aspect that maybe mysterious for but surely can become your mind friends. Imaging each word written in a guide then become one type conclusion and explanation that will maybe you never get just before. The Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional giving you an additional experience more than blown away the mind but also giving you useful info for your better life on this era. So now let us teach you the relaxing pattern is your body and mind will probably be pleased when you are finished studying it, like winning a. Do you want to try this extraordinary paying spare time activity?

John Ma:

Beside this Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional in your phone, it can give you a way to get closer to the new knowledge or info. The information and the knowledge you will got here is fresh from the oven so don't be worry if you feel like an old people live in narrow small town. It is good thing to have Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional because this book offers for you readable information. Do you often have book but you don't get what it's interesting features of. Oh come on, that will not end up to happen if you have this with your hand. The Enjoyable arrangement here cannot be questionable, like treasuring beautiful island. So do you still want to miss it? Find this book as well as read it from currently!

Download and Read Online Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional By Dirk Zeller #Y2RIH3167ZF

Read Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional By Dirk Zeller for online ebook

Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional By Dirk Zeller Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional By Dirk Zeller books to read online.

Online Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional By Dirk Zeller ebook PDF download

Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional By Dirk Zeller Doc

Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional By Dirk Zeller MobiPocket

Your First Year in Real Estate: Making the Transition from Total Novice to Successful Professional By Dirk Zeller EPub