



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

By Dirk Zeller

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**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

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#### Review

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#### From the Inside Flap

#### **Classic Insight into Building a Fabulous Career in Real Estate**

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#### From the Back Cover

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