



# Your First Year in Real Estate, 2nd Ed.: Making the Transition from Total Novice to Successful Professional

By Dirk Zeller

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**Your First Year in Real Estate, 2nd Ed.: Making the Transition from Total Novice to Successful Professional** By Dirk Zeller

**Newly Expanded with More Expert Advice to Help You Build a Winning Real Estate Career**

Welcome to the world of real estate sales, and the start of an exciting new career! Your destiny is now in *your* hands. Along with endless opportunities, flexible hours, and the freedom to chart your own path, you also have the potential to earn fabulous amounts of money. All you need for total success is preparation. Revised and expanded, *Your First Year in Real Estate* contains the essential knowledge you need to start off right in today's vastly changed real estate market, avoid common first-year missteps, and get the inside edge that will take you to the top.

Real estate expert Dirk Zeller has compiled the industry's proven secrets and strategies that will enable novice agents to hit the ground running and excel from day one. You'll get the insider's guide to:

- Selecting the right company
- Developing valuable mentor and client relationships
- Using the Internet and social networking to stay ahead of the competition (NEW!)
- Setting—and reaching— essential career goals
- Staying on top in today's challenging real estate climate (NEW!)
- And so much more.

Concise and thorough, *Your First Year in Real Estate* is like having the top coach right by your side.



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## **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!"

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About the Author

DIRK ZELLER is the CEO and head coach of Real Estate Champions, which provides consulting and developmental training for real estate professionals, and is a regular columnist for *Realty Times*. Visit [www.realestatechampions.com](http://www.realestatechampions.com) for more information.

Also available as an eBook [and on audio from Random House]

## **Users Review**

**From reader reviews:**

**Lily Winstead:**

This Your First Year in Real Estate, 2nd Ed.: Making the Transition from Total Novice to Successful Professional book is simply not ordinary book, you have it then the world is in your hands. The benefit you will get by reading this book is information inside this reserve incredible fresh, you will get information which is getting deeper you read a lot of information you will get. This kind of Your First Year in Real Estate, 2nd Ed.: Making the Transition from Total Novice to Successful Professional without we understand teach the one who reading through it become critical in thinking and analyzing. Don't end up being worry Your First Year in Real Estate, 2nd Ed.: Making the Transition from Total Novice to Successful Professional can bring any time you are and not make your tote space or bookshelves' turn into full because you can have it in your lovely laptop even telephone. This Your First Year in Real Estate, 2nd Ed.: Making the Transition from Total Novice to Successful Professional having very good arrangement in word in addition to layout, so you will not experience uninterested in reading.

**Patrick Richards:**

Your First Year in Real Estate, 2nd Ed.: Making the Transition from Total Novice to Successful Professional can be one of your beginning books that are good idea. All of us recommend that straight away because this book has good vocabulary that can increase your knowledge in words, easy to understand, bit entertaining but delivering the information. The article writer giving his/her effort to get every word into delight arrangement in writing Your First Year in Real Estate, 2nd Ed.: Making the Transition from Total Novice to Successful Professional however doesn't forget the main point, giving the reader the hottest as well as based confirm resource facts that maybe you can be certainly one of it. This great information could draw you into completely new stage of crucial thinking.

**Beverly Hill:**

The book untitled Your First Year in Real Estate, 2nd Ed.: Making the Transition from Total Novice to Successful Professional contain a lot of information on the item. The writer explains the girl idea with easy technique. The language is very simple to implement all the people, so do certainly not worry, you can easy to read it. The book was compiled by famous author. The author will take you in the new period of time of literary works. You can actually read this book because you can continue reading your smart phone, or gadget, so you can read the book with anywhere and anytime. If you want to buy the e-book, you can open their official web-site and also order it. Have a nice examine.

**Nicholas McNeal:**

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