

Best Practices in Real Estate

by Larry McKay

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Contact sales@glacierconcept.com to inquire about consultative services and our **real estate investment training**.

As a real estate salesperson, try to put more practice into:

1. Sales Training – stay updated on sales trends. Take classes and perfect your sales pitch.
2. Always pursue leads and prospect.
3. Try to position yourself and join trade organizations.
4. Follow your instincts.
5. Don't live in front of the computer. Arrange face to face meetings with prospects as much as possible.
6. Qualify the buyer. Make sure that you obtain face time with the person who is authorized to spend.
7. Market yourself. Spread the word about your service.

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