8 listing presentation tips for the first-time real estate agent

Many new real estate agents are often thrown into the middle of the real estate ocean, left to sink or swim in a sea of competition.And many, therefore, do not have a plan or idea of where to begin when their first few listing appointments fall in their lap.Here are eight tips new agents can use to prepare for that listing appointment. When preparing for your appointment 1. New agents need to identify their unique value proposition.Even a brand new agent has a unique skill set that will benefit his or her budding real estate business.Many new businesses spend time identifyin

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