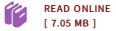




## The Book of YES: The Ultimate Real Estate Agent Conversation Guide

## By Kevin Ward

CreateSpace Independent Publishing Platform. Paperback. Condition: New. This item is printed on demand. 152 pages. Dimensions: 9.0in. x 6.0in. x 0.4in.In The Book of YES, you will find the most powerful scripts in the real estate industry today. If youre tired of the same old sales scripts or if youve done away with them all together, I know how you feel because lve been there. I was tired of seeing the same B. S. (bad sales) approaches and I wanted something that felt more natural for me. So I started creating my own scripts, for the simple reason that I hated being told, No. For me nothing was worse than that feeling of rejection. I was determined to figure out the perfect thing to say in every situation, and how to say it in a way that would cause sellers and buyers to want to say Yes! to me every time. This book is the result of that quest. And Ive broken it in two unique parts so you can spend less time reading it, and more time using the life changing scripts inside. Part 1 will give you the foundation for making the scripts work for you. Not just...



## Reviews

Totally among the best publication I have ever go through. This really is for all those who statte that there had not been a well worth studying. I am just very happy to let you know that this is actually the very best pdf we have go through inside my very own daily life and could be he very best ebook for actually.

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