

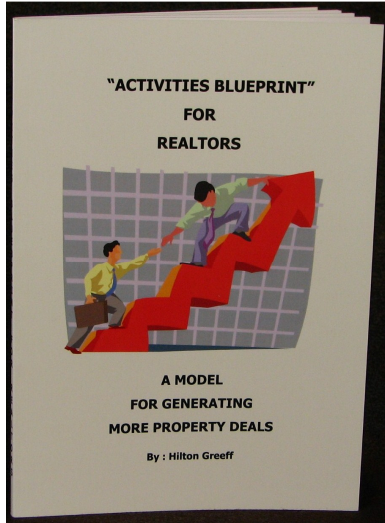


Institute of
Estate Agents
of South Africa

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“ACTIVITIES BLUEPRINT” for REALTORS

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About the BOOK

“Activities Blueprint” for Realtors, can be defined as a skills re-kindling manual. It will keep estate agents on track; their skills honed to perfection, and be handy for easy reference about specific activities.

This book will interest every one who has had anything to do with real estate. A practical insight into daily workings of Real Estate highlighting Need-to-know, Have-to-know and How-to-do, and identifies Estate Agent’s “Fountain of Life”.

The Real Estate Industry will find this model for success invaluable. “Blueprint” identifies Estate Agent activities, describes correct ways they should be done, and clarifies how certain performances produce an income. Digest information therein, adhere to the formula and create opportunities to earn. “Blueprint” outlines mishaps which occur during a deal and reminds agents how to changes certain approaches for success.

When work becomes second nature and the tendency to take short cuts start, neglect sets in, and results can be disastrous.

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