



## Holiday Prospecting for Dollars: How-To Guide to Help Real Estate Agents Close More Deals During the Holidays (Paperback)

By Retired) William May

Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Are you running short on holiday cash? Are you looking for a proven system to help your business during the holidays? William May is back! He wowed his audience with his insights on dealing with objections when it comes to working with Expired Listings in his last book, the Top 10 Expired Objections. In Holiday Prospecting for Dollars, William has your back once again! This book runs the gamut from helping you know where to focus your efforts to how to run the most epic FSBO Open House to attract hot and ready seller leads. You must be ready to work, because William will be putting you to work! You will gain knowledge on how to create, maintain, and work your database to become a lead-generating machine. William will show you the techniques, scripts, and tools he uses in the real world to build a referral-based Real Estate business that other Agents envy. William will show you how to kick it up to the next level with a bulletproof and successful mindset. He will teach you mindset and give you strategies on...

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