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# So, You Want To Be A Real Estate Agent: A Real Estate Primer



## Synopsis

A practical guide for the newly licensed or anyone who wants to be more successful in the real estate business. An honest tale of personal experience that gives dozens of tips to help the novice get started. This book isn't about getting licensed and has a funny, anecdotal quality that is easy to read and brings the reader on a journey of real estate transactions that covers nearly forty years. The marketing has changed but the basics haven't and all licensees will benefit from the tips shared with the reader.

## Book Information

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## Customer Reviews

I picked up this book thinking it was some sort of manual for would-be agents and discovered it was so much more than that. I work in real estate and wanted to see what advice Cherie Miller had to offer. Well I can't begin to say how much I loved this book. It's engagingly written, compulsively readable, inspiring, and laugh-out-loud funny at multiple points. The book is tales from the trenches of decades of success in the real estate trenches. By no means do you have to be involved in real estate to enjoy the book. Any reader will appreciate the author's gumption and inside look at deals, human nature, and what it takes to be a winner when working for yourself and building a

business. Cherie can tell a story - and how! I so look forward to checking out other books she's written. That's a reaction a reader is more likely to have when reading fiction by a talented author but in this case, I'm convinced that anything else Miller writes will be equally engaging. She's got top notch sales skills and her writing talents are equally impressive. I'd give this book ten stars if I could!

Mildly entertaining, and certainly a few nuggets about the industry, but I would say this book is largely the author's memoir, with lots of personal stories, told in sort of a folksy way, about her unique experience as a real estate agent. Again, you'll learn a few decent tips, but what she shares seems to be more about her personal style as an agent (super ambitious / go-getter) - rather than an overview of the industry.

I'm about to enroll in real estate school and thought this might be a good read. What an understatement! Loved it from beginning to end. So helpful and very inspiring. Excellent book. I highly recommend it for anyone with the least bit of interest in real estate.... actually just an interesting read for anybody. Her life is pretty fascinating.

Great, informative, quick to the point, entertaining read.

I am a new real estate agent, As such I am reading 1-2 books a month on the subject in a hope of learning more about the career I am seeking to start. That being said this book is a decent book full of a lot of information on how to make it in the fast paced Real estate world. Two things I learned in this book. 1) Ask the client what the best house they have seen so far in their search? And then follow it up with why if it met their needs they had not put in an offer? (This lets you get to know what they are looking for a bit better) 2) BRING YOUR FAMILY INTO YOUR CAREER this is a full time as in 7 days a week job. If your family is not in it with you you could lose one or the other. WARNING: If you are not an aggressive Realtor a lot of this will not pertain to you. While I did find this book to be quite helpful in some spots it was overly story based in my opinion. But some people prefer to read that way. So you know: I got this book with the kindle unlimited plan. for some reason it does not show as verified purchase.

The book was ok, I thought it would actually give more tips and info on becoming a realtor than it did. The author talked about her beginnings in real estate, and then the majority of the book talks about how successful she became and so on. I am considering getting my real estate license and

her stories are not those of a typical person. (she struck it big in real estate!) While I think she definitely was an awesome realtor, it was more a story of her life than actual tips on how to be a realtor. (However, she did include some that were helpful). A good read nonetheless.

One of the best books I ever read. This book is amazing. The cover is bad, but inside is absolutely wonderful. I could not put the book down. 5 Stars.

I want to be this lady!!! Well till she loses all her money because of the economy. This book is very entertaining?

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