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<u>Real Estate</u> Tom Hopkins,2004-08-03 Full of anecdotes sales scripts and proven tactics this fully revised and updated book shows readers how to find the best listing prospects win over For Sale by Owner sellers earn the seller s trust and more

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security achievement recognition money and love but they all boil down to the fact that people want comfort more than anything else When discussing your network marketing or direct selling opportunity with people your number one objective should be to determine what their current comfort level is with their jobs and their lives in general Once you know what they really want out of life you can show them how your business opportunity will help them achieve that life style

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