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How to Farm Successfully--By Phone

Deborah Johnson, Steve Kennedy

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Written exclusively for the real estate professional, How To Farm Successfully By Phone tells you how to cultivate your farm area, and increase your listings and sales by applying proven telemarketing techniques. It also includes DO NOT CALL Registry guidelines. You'll learn how to create and maintain your farm phone directory; make the telephone work for you; know what to say in those first critical 15 seconds; write winning farm phone scripts; overcome the 6 most common objections in real estate sales; turn in-coming callers into clients; and keep in touch with your past and future clients by phone. Plus the book includes over 20 sample farm scripts to help get you started!

Truly, How To Farm Successfully By Phone is a perfect reference source for first-timers and "old pro's alike.

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