

Commercial Real Estate Sales System

1. Researching Local area
2. Prospecting for Clients and Listings
3. Presenting your Services
4. Inspecting the Property
5. Target Marketing Processes
6. Specific marketing campaigns
7. Qualification of interested parties
8. Negotiation stages - Sales and Leasing
9. Encouraging offers
10. Closing strategies
11. Documentation - creation and accuracy
12. Follow through on the deal - Sales and Leasing

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