

Real Estate Marketin

Matthew Gosselin

Real Estate Marketin:

Real Estate Marketing M. Joseph Sirgy, 2014-05-09 Real Estate Marketing is specifically designed to educate real estate students with the art and science of the real estate marketing profession. The ideal textbook for undergraduate and graduate level classes in business school and professional continuing education programs in Real Estate this book will also be of interest to professional real estate entrepreneurs looking to boost their knowledge and improve their marketing techniques The book is divided into five major parts Part 1 focuses on introducing students to fundamental concepts of marketing as a business philosophy and strategy Concepts discussed include strategic analysis target marketing and the four elements of the marketing mix property planning site selection pricing of properties and promotion of properties Part 2 focuses on personal selling in real estate Students will learn the exact process and steps involved in representing real estate buyers and sellers Part 3 focuses on negotiations in real estate How do effective real estate professionals use negotiation approaches such as collaboration competition accommodation and compromise as a direct function of the situation and personalities involved in either buying or selling real estate properties Part 4 focuses on human resource management issues such as recruiting and training real estate agents issues related to performance evaluation motivation and compensation as well as issues related to leadership Finally Part 5 focuses on legal and ethical issues in the real estate industry Students will learn how to address difficult situations and legal ethical dilemmas by understanding and applying a variety of legal ethical tests Students will also become intimately familiar with the industry s code of ethics The Digital Real Estate Marketing Playbook Nick Tsai, Are you a real estate agent who wants to get more clients with the power of the internet Do you want to generate more buyer or seller leads Digital real estate marketing has been proven one of the best ways to get more clients and generate high quality leads and having a Digital Marketing Strategy is critical to growing your business but getting it done right isn t easy That s why you should get a copy of this digital real estate marketing playbook In this book you will discover how to get more clients using an exceptional S W I F T Framework S W I F T stands for the 5 most effective ways to generate leads online Social media Website optimization Information content marketing Funnel And Traffic Here's a peek into what you ll be getting from this book Why is word of mouth marketing no longer effective and what should you do ASAP six deadly myths about real estate marketing And 97% of the people are still using it five outdated marketing you should stop doing right now What is S W I F T and why does it work so well 18 hacks to grow your social media following 50 viral social media content ideas that no one is telling about How to become a go to expert in your local area Even no one heard about you before How to tweak and change your website that attracts unlimited free customers seven things you should do to get your website featured on Google's first page How to use funnel to bring cold leads into hot royal clients 7 hacks to get more traffic to your real estate website quickly and easily and much more Order this book now and start discovering those digital real estate marketing secrets High-Performing Real Estate Email Campaigns For Realtors Nick Tsai, Would you like to convert your

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