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Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.DIFFERENT PEOPLE WANT DIFFERENT THINGS from their careers. Some people value predictability, while others prefer flexibility. Some people like to be in charge, while others prefer to let somebody else make the big decisions. Everybody wants to make money, but most people are willing to settle for less income if they can get other things that they value in a career. The only person who can decide what you want to get out of your career is you. Careers in real estate sales can be many different things. Full time, part time, self-employed or reporting to somebody else. You can make just a moderate income, or you can make millions. Work from an office or work from home. Maybe even from your car. Over 400,000 people work as real estate brokers and sales agents, and every one of them goes about it a little differently. It would be difficult to find a career that offers as much diversity. There are two kinds of real estate sales professionals: brokers and agents. Brokers are licensed to run their own brokerages, and buy and sell real estate on behalf of clients. Agents work for brokers. Agents and brokers are often referred to as Realtors, but this title - note the capitalization - is conferred only upon brokers and agents who have earned accreditation from the National Association of Realtors, the main professional association for real estate careerists. It is incorrect to use the title Realtor as a generic label for all real estate professionals. Getting into the real estate business is easy. Making serious money at it is hard. If you pursue this career, you will find that most real estate sales pros earn a...



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