



Make Money as a Buyer's Agent: Double Your Commissions by Working with Real Estate Buyers

By Chantal Howell Carey, Bill Carey

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Traditionally, real estate agents help home sellers get the best deal on their home, but no one covers the buyer's side. This guide shows you how to make the switch from representing sellers to representing buyers, so you can keep making money even as the seller's market slows down. Learn to earn big commissions, no matter what happens to the market.

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Editorial Review

From the Inside Flap

The real estate industry has enjoyed unprecedented growth, and agents have made a fortune listing sellers. But real estate is coming back down to earth and transitioning from a seller's to a buyer's market. If you want to continue making big money in this changing industry, you'll have to change with it and learn to work with buyers rather than just sellers.

Make Money as a Buyer's Agent is the ultimate guide for new and experienced agents who want to stay on top of the game. In this comprehensive, step-by-step guide, Chantal and Bill Carey walk you through the transition, covering everything from pitching yourself to buyers to locking in guaranteed commissions to following up with clients.

For years, buyers have had to hunt alone while sellers use professional agents to get the best price for their homes. But as the market cools off, this is an ideal time for real estate professionals to make the jump to representing the buyers who will soon have their pick of homes in a glutted market. If you're a professional agent, you have definite in-demand skills that can help buyers; the trick is getting buyers to commit to you. Inside, the Careys tap their long professional experience to show you how to switch from open listings to exclusive buyer listings and lock-in healthy commissions from any house a client buys—whether you find it for them or not!

The next revolution in the real estate industry is the professional representation of buyers rather than just sellers. Make the leap now, and you'll ensure a prosperous future no matter where the market goes. Now is the time to *Make Money as a Buyer's Agent*!

From the Back Cover

NOW IS THE TIME TO START WORKING WITH BUYERS!

You probably already know everything you need to know about listing sellers, but what about the buyer's side? *Make Money as a Buyer's Agent* shows you how to make money as the current real estate boom market for sellers slows down and becomes a buyer's market.

Inside, you'll find everything you need to know to develop a profitable business representing buyers as well as sellers. If you want big commissions no matter what happens to the market, look here for proven guidance on developing exclusive listings with buyers, and much more:

- Make the transition from focusing on sellers to buyers
- Sell your talents and skills to potential clients
- Make a successful listing presentation to buyers
- Guarantee commissions with non-refundable retainers from clients
- Implement a professional program to list buyers quickly and easily
- Develop a loyal customer base
- Never work for free again

About the Author

CHANTAL HOWELL CAREY, a member of Zonta International, has handled millions in real estate sales and management as a broker, consultant, and trustee.

BILL CAREY, also a member of Zonta International, began selling real estate in 1977 and is a former director of the San Diego Association of Realtors and the California Association of Realtors. Chantal and Bill are also seminar speakers and real estate and trust consultants. Bill is a tax consultant as well. Together, they are coauthors of many other books, including *The New Path to Real Estate Wealth*, *Quick Cash in Foreclosures*, *Make Money in Abandoned Properties*, *Make Money in Short-Sale Foreclosures*, and *Make Money in Real Estate Tax Liens*, all from Wiley.

Users Review

From reader reviews:

John Bullen:

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Robert Jenkins:

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Joseph Vargas:

Make Money as a Buyer's Agent: Double Your Commissions by Working with Real Estate Buyers can be one of your basic books that are good idea. Many of us recommend that straight away because this reserve has good vocabulary that could increase your knowledge in vocab, easy to understand, bit entertaining but delivering the information. The article writer giving his/her effort to set every word into pleasure arrangement in writing *Make Money as a Buyer's Agent: Double Your Commissions by Working with Real Estate Buyers* but doesn't forget the main level, giving the reader the hottest along with based confirm

resource details that maybe you can be certainly one of it. This great information may drawn you into brand new stage of crucial thinking.

Beth French:

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