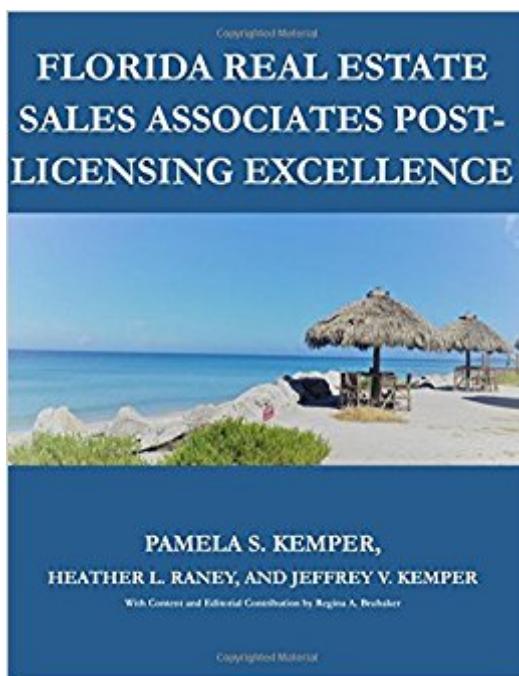


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# Florida Real Estate Sales Associates Post-Licensing Excellence



## **Synopsis**

Every real estate sales licensee in the state of Florida is required to take an approved 45-hour post-licensing sales course prior to the first renewal of the licenseeâ™s license. This book, Florida Real Estate Sales Associates Post-Licensing Excellence corresponds with Azure Tideâ™s state approved course to meet this requirement. The content of Florida Real Estate Sales Associates Post-Licensing Excellence is based on the authorsâ™ own experiences in building a real estate business. It contains heavy emphasis on prospecting for business building opportunities. Furthermore, it teaches agents how to handle buyer and seller objectionsâ™ enabling them to get more listings and sell more houses. It is a great asset for Florida Real Estate licensees needing to fulfill their post-licensing requirements and for those wanting to build a successful real estate business. Florida Real Estate Sales Associates Post-Licensing Excellence, is divided into 4 sections with a total of 16 chapters. SECTION 1 BUSINESS BUILDING, focuses on building a thriving real estate business. SECTION 2 THE DEAL, focuses on successfully taking a deal from contract to closing. SECTION 3 LEGAL ISSUES, focuses on legal issues affecting the practice of real estate. SECTION 4 PROPERTY MANAGEMENT, focuses on providing property management services. This state approved course is required within the licenseeâ™s first renewal period to maintain a Florida Real Estate license. It is designed to help a new licensee navigate through the many issues of starting a real estate career.

## **Book Information**

Paperback: 232 pages

Publisher: CreateSpace Independent Publishing Platform (August 23, 2017)

Language: English

ISBN-10: 1974501426

ISBN-13: 978-1974501427

Product Dimensions: 8.5 x 0.5 x 11 inches

Shipping Weight: 1.5 pounds (View shipping rates and policies)

Average Customer Review: Be the first to review this item

Best Sellers Rank: #920,952 in Books (See Top 100 in Books) #179 in Books > Business & Money > Real Estate > Sales

## **Customer Reviews**

Pamela Kemper is a veteran licensed Florida Real Estate Broker and Real Estate Instructor. She is the Broker of Azure Tide Realty and owns and teaches real estate courses at her school: Azure

Tide Realty All Florida School of Real Estate. She also previously practiced Real Estate in Indiana and Michigan. Plus, Pamela holds a Bachelor of Arts Degree from Manchester College. Heather Raney began practicing real estate in Indiana in 2006 and gained her Indiana real estate broker's license in 2008. Currently, she is licensed as a Florida real estate sales associate with Azure Tide Realty. She is also the student liaison for All Florida School of Real Estate. Plus, she has a law degree from Thomas Cooley Law School. Jeff Kemper is a practicing Florida real estate licensee with Azure Tide Realty. He is a graduate of All Florida School of Real Estate and Florida State University.

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