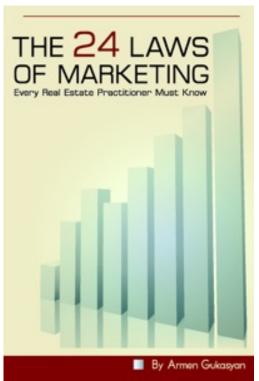
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Laws of Marketing Every Real Estate Practitioner Must Know Armen Gukasyan , This book is for any real estate practitioner who never takes anything for granted and constantly makes every effort to achieve new heights in the hypercompetitive real estate industry. Here are just some of the powerful lessons you'll learn in The 24 Laws of Marketing: How to get out of the "rat race" of competing head to head against hundreds of real estate agents in your area by positioning yourself as the "Master Real Estate Practitioner"; How to create a marketing message so powerful that no prospect can ever say "who cares "; How to turn prospects into clients; How to spend less on marketing and still attract more clients; How to make clients say "yes" more often; How to incite clients to want to refer more business to you.

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