



# Advice for Realtors From Realtors

*Toby Welch*

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# Advice for Realtors From Realtors

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## **Advice for Realtors From Realtors** Toby Welch

Over one hundred Realtors and Brokers have given their input on all aspects of the real estate industry for this book. Learn from some of the best how to deal with a myriad of real estate topics. Subjects touched on include creating a catchy slogan, innovative marketing ideas, blogging, vehicle advertising, nightmare neighbours, staging the garage, the St. Joseph statue, open houses, selling houses with pets, real estate trade shows, house humping, online leads, previewing houses, having an assistant, niche selling, firing clients, door to door prospecting, independent versus franchise firms, keeping past clients loyal, reducing commission rates for loved ones, using road time wisely, mentors, how to succeed in real estate, balancing real estate and family, driving clients around, movies featuring Realtors, what to do when loved ones don't use your services, and over a dozen other topics.

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