

**REAL ESTATE SALESMANSHIP THE APPROACHES**

**Raymond Forshee**

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Because sales professionals are expected to generate the best possible win rates for their effort, a large number of closing sales techniques have been developed over the years. In the end, this will cause you to lose more than you win. Jonas Adjei December 26, at CindyBrooksSeptember14,at6: Shop Blog Podcast Login Contact. Powered by Watson Analytics. ButifIdo thatforyou,willyousignthecontracttoday?EmilyAugust11,at6: are in the market for a house. Learn implies the customer has to do some homework.