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the principal estate
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3) Draw up a budget ...
and stick to it. As a

new real estate agent, you are running a business — and every business involves accounting. While it's not the most fun part of the job, setting a budget and tracking your expenses is an important step in building a profitable operation. In the first few months, you may earn substantially less income than you

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expected (or than
you've grown ...

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real estate agent in
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5. The best agents have endless hustle.

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Agents in many

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markets are still reeling from 2008's housing fiasco.

Meanwhile, agents increasingly have to contend with giant real estate publishers like Zillow and Trulia for visibility and leads.

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**Estate Agents of
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All real estate agents in South Africa must hold valid estate agent qualifications as set out by the Estate Agents Affairs Board (EAAB). To make the process of becoming a qualified estate agent as quick and easy as possible, we've developed a range of online estate agent courses.

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not less than 3 years,
thereby ...

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The purpose of this Manual is to set forth basic policies and general guidelines to be followed in the day-to-day operation of the Company. It can never be so complete as to cover every incident, nor can it answer every

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question. In any matter not covered by this Manual, Management will decide and be guided in such decisions by experience, the

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