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How to Have a Brilliant Career in Estate Agency: The Ultimate Guide to Success in the Property Industry. (Paperback)

By Katy M Jones

Katy M Jones, 2016. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.This guide is a must read for all those who are considering a career in the industry, whether they are a school leaver, graduate or are looking for a career change. Starting with an overview of the UK property industry, and an explanation of industry jargon, this guide delivers a comprehensive introduction to professional world of estate agency. As well as examining career paths and qualifications for entry, it covers how to find a job, what to expect from the day to day working environment and how to prepare for your first few weeks and months as a negotiator. There are essential insights into negotiating your salary package, commission structures, how to get promoted and typical career paths. Related sectors such as new homes, surveying, property development and working in commercial property are covered. It s the ultimate career guide to having a brilliant career in estate agency! About the Author Katy M. Jones successfully navigated a career as an estate agent. After 10 years as a residential and commercial negotiator, working for both independent and corporate agencies, she set up her own...



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