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Ten Ways to Develop a Free Agent Attitude

By Alvah Parker

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1. Develop a vision of your ideal life. Include all parts of your life including your work/career, family, friends, lifestyle, spiritual endeavors, personal growth, leisure etc. As you move toward being a free agent let your vision draw you forward.
2. Know what your strengths, talents and skills are. These will be the basis of the offer you make to your clients/customers or employer. Develop a use for your talents that is unique and exciting to you. Be able to articulate the value of your offer clearly to others.
3. Have a learning plan to fill in the gaps and broaden your offer. Watch the trends to ensure your skills remain relevant.
4. Volunteer to do projects that showcase your talents.
5. Find a mentor or coach to help you.
6. Make a list of EVERYONE you know and put his or her information into a contact management program.
7. Make the effort to meet new people and add them to your contact management program.
8. Stay in touch with your network of contacts continuously. Keep them informed of what you are doing.
9. Begin by finding ways to create opportunities to do this work at home or part time. If you work for someone else this may mean moonlighting or freelancing.
10. Develop a "How can I help you?" attitude. Act as a referral agent for other free agents and then ask them to do the same for you.

Ten Ways to Develop a Free Agent Attitude

Alvah Parker is a Business and Career Coach as well as publisher of Parker's Points, an email tip list and Road to Success, an ezine. Alvah is found on the web at www.asparker.com. She may also be reached at 781-598-0388. Copyright © 2004 all rights reserved. Permission is granted to reproduce in its entirety including copyright and contact information.

Top Ten Suggestions for Selecting a Real Estate Agent

By W. Troy Swezey

In order to find a real estate broker or agent who meets your needs and makes your buying or selling experience a positive one, Century 21 Real Estate Corporation recommends you:

DO NOT blindly walk into or call a neighborhood firm and ask for an agent at random.

Ask friends and family for recommendations.

Interview several real estate agents: Find out their history with the brokerage, their experience and background. Gauge their knowledge of your favorite towns. Ask for a list of previous clients and their phone numbers.

Pay attention to whether a potential agent is listening closely to what you say. Is he or she asking follow-up questions which prompt further explanation and help him or her understand exactly your needs and wants?

Give a potential agent the opportunity to educate you. A good agent should walk a customer through the buying or selling process before ever showing properties or discussing a specific transaction.

Have a good idea of what you expect from an agent and communicate those expectations. How often do you want to hear from your agent? Do you want to hold meetings at your house rather than the real estate office?

Weigh the benefits of working with an experienced agent versus a novice. An experienced agent may have more insight, but a new agent may have innovative ideas or more energy and time.

Find an agent who complements your personality. If you like to start your day at 7:00 a.m., don't choose an agent who arrives to the office at 10:00 a.m. If your preferred method of communication is e-mail, don't choose an agent whose most advanced technology is a fax machine.

Evaluate the agent's firm and/or office. Look for a real estate organization whose agents can empower you with real estate expertise and resources and provide first-rate customer service.

Look for an agent who will be your partner. Find someone you trust, who will give you the facts, help you make intelligent, well-informed decisions and work with you throughout the entire process.

W. Troy Swezey is the author of "Top Ten Suggestions for Selecting a Real Estate Agent." As a

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Realtor at Century 21 Paul & Associates, he has helped many individuals with their real estate needs.

Visit his web site to download his free e-book, "REAL ESTATE SECRETS EXPOSED."

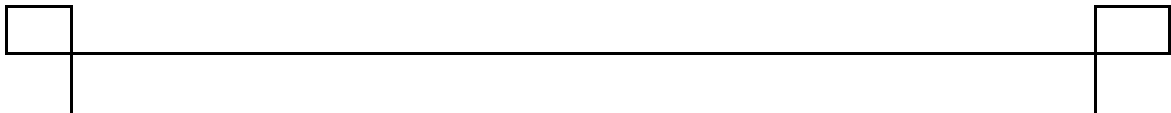
or mail to:

Top Ten Suggestions for Selecting a Real Estate Agent
Pointers In Hiring A Real Estate Agent
Developing a Championship Attitude
Types of Listings with Agents
Having The Right Attitude And Start Becoming A Problem Solver

Motivate Your Way To Success
147 Killer Epublishing Strategies
The Classified List
Hitting the Search Engines
Money Saving ideas



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