

Wanted: Free Agent

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By Jonathan R Taylor

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Once upon a time, it was reasonable to think a person could grow up, get a job and work at it the rest of his life until retirement. Those days are quickly becoming a thing of the past. According to experts, a person who begins work today can expect to have as many as fourteen full time jobs in five or more different career fields. A study cited in Forbes magazine showed that 42 percent of the working public is made up of free agents or contractors. These people are hired on by companies for a specific period of time or until a project is finished. As new businesses start up, current businesses grow and thousands of new products and services are introduced into the marketplace each year, these types of workers will be needed more and more. To the traditional worker, this may not sound very stable or secure, but in reality this puts security back into the hands of the employee.

Brian Tracy often refers to this as "being the president of your own personal services corporation". In this day and age you must look at yourself as being self-employed regardless of who signs your paycheck. The biggest mistake you can ever make is to think that you work for anyone other than yourself. You must see yourself as an independent agent in the marketplace, constantly increasing your value along the way. In professional sports, free agency is common. A successful player may spend 15-20 years playing professionally, but with different teams during that career span. His job security does not rest with one team, but rather in his ability to produce great results year in and year out.

When you start seeing yourself as your "own services corporation", you begin to take control of your own future, instead of becoming a victim of circumstances.

One of my favorite quotes is by General Douglas MacArthur who once said, "There is no security in this life. There is only opportunity."

Jonathan Taylor, specializes in helping people in every stage of their lives to find more meaning and purpose in their work. He believes that to find that purpose and meaning, a person's interests, skills, passions, and goals must integrate seamlessly with their work. To get more great advice, subscribe to Jonathan's newsletter at www.careercalling.com!

Pointers In Hiring A Real Estate Agent

By David Riewe

Quick Tips in Hiring an Effective Real Estate Agent

Buying or selling a house is a thrilling experience. But connected to this is a stressing and overwhelming job. This calls for a good real estate agent. But what do we need to know about hiring an effective real estate agent.

Verifying the real estate agent's license is very helpful. It pays to be very cautious because this involves the property! This includes his state license in selling a property. Added to this is a doing a short background check on the agent. Ask for the previous estates he sold or acquired for a client. Knowing the trainings and seminars he'd attended would also give the client a grasp on the abilities of the agent he would be hiring.

Develop a good chemistry with your agent. With the agent knowing what the buyer or seller wants he knows where to start and what to consider. The agent should be able to tell his client the true worth of his property because it is really what is worth and not because he just wanted to lure the client in doing business with him. Meeting up with the agent once in a while so they could keep their clients updated about the property.

In selling a house, the agent acts as the adviser. He gives the owner advices like the asking price of the property and acts as mediator between the buyer and the owner. And in buying a house, the agent acts as the researcher. He also does the legwork and sorting through which properties best suits the need of his client.

The agent should also show an excellent knowledge about the market. This works well for the client because the agent would be able to give the buyer considerable rates especially if he has sold many estates within the area. And in the case of a seller, the agent could offer them a great deal of asking price for the property.

It is also important for the agent to have plans. Find out what the agent plans on how to sell the property or in a buyer's case, see how he plans to help the client in acquiring a new property. Ask him what he plans on doing like will he put up ads for the property (if the client is selling) or would devise house visits on prospective estates (if the client is buying).

Hiring a good agent is easy if the client knows what to look for. Take these easy steps, ask for his credentials, establish a rapport and work with him in doing marketing plans for the property. Surely, the buying or selling an estate would come out as a satisfying experience!

David Riewe is a Publisher and Online Marketer. Visit his Real Estate Blog [Save \\$\\$\\$ Selling Your Own Home FREE eBook Shows You How!](#)

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