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# How To Be A FSBO Master: Real Estate Agents That REALLY Work



## Synopsis

In Jason Morris' Book you will find a FSBO system that is now being used by real estate agents all over the country. The system and process contained in these pages have been documented, tested and successful in even the toughest markets in the United States..This book is based off of my Youtube series called Jason Morris FSBO Master. I have been consistently listing FSBOs for over 12 years. I started the series and my Facebook Group Real Estate Agents that REALLY work because I was tired of seeing real estate agents getting taken advantage of and sold products by people who never sold real estate. I wrote this book because I wanted new agents and agents new to FSBO to have a cost effective system they could start taking action with TODAY!In this book you will learn:My 6 favorite FSBO SourcesMy FSBO ScriptHow to build your FSBO follow up systemHow to price FSBOs to winHow to set up your pre-listing packageHow to set up your net sheetHow to effectively present your paperworkHow to build a tough mindsetHow to win at listing presentations Then I tie all of the pieces together so you can quickly start taking action. This is your Playbook for FSBOs.\*\*\*Bonus\*\* This book contains a coupon for \$150 off of REDx FSBO lead service and their other lead products plus a 50% off coupon for Jason's group coachingThis is what other agents have said about my FSBO Master systemAfter being referred to Jason Morris 's YouTube channel; I immediately saw results. 4 calls in I had my first listing appointment and I haven't looked back since. Using Jason Morris systems is the best thing I could have done. Craig Bertrand - Sioux Empire Home TeamI have listened to Jason's FSBO master series several times. I use his approach on all my listing appointments I used to have a conversion rate of 25%. The last 4 appointments I went on I got three out 4 listed. His sales process is what makes it work. It is the best thing that has happened to my listing business since I have been in the business.Darrell Self Broker /Owner DMD RealtyAfter utilizing the tools and techniques Jason teaches in his FSBO Master training I was able to get 3 listings from one prospecting session. Working part time I am closing 5 transactions this month for a total of \$12,500 in commissions. If I can do it working 15 hours a week, so can you! Smile and dial!Adam Blacketter Berkshire Hathaway HomeServices Northern Indiana Real EstateThe FSBO is one of the best prospects and using these methods to harness them as possible clients I think is priceless! So many people I have talked to have given up on the FSBO population. I am glad there is training such as this for those of us that want to keep building on that part of our database.Chris JohnsonMyrtle Beach, SC ason Morris FSBO system is a great fit for every personality. Whether you're struggling or just getting started then you need this!Gary Cherkas - Crescent Palm Llc Jason's FSBO master series is a top tier system and if you follow it religiously will make you a ton of money! Daniel GardnerAgent Owned Summerville

SCJason's series on FSBOs has helped grow my business. His teachings are very straightforward and easy to follow. I wanted something different so I don't sound like every other agent. Thank you Jason Morris! Greg Speckman Nashville, Keller Williams Realty When I was younger my father always told me. "If you want to be successful, follow someone who is successful" • Jason Morris is definitely a Master with for sale by owners and he proves his success every year listing over 50 plus properties a year. If you would like to kick-start your business I would highly recommend Jason Morris William J. May - Torrance California

## **Book Information**

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## **Customer Reviews**

My biggest issue is with follow-up. This book definitely gives you a perfect system for following up with for sale by owners and anyone else for that matter. Thank's Jason.

For aspiring agents, for new agents, for any agent needed a little push in the right direction. This quick hitting book was a great read and packed with tons of value. As a student currently in a prelicense course I would 100% recommend this book to anyone else presently thinking about getting into real estate, have signed up or taking classes to get licensed, or just you just got your

license. They don't teach this in class so educate yourself here

Jason nailed it in this book. I have been following him for some time now. If you struggle at getting appointments and closing them for the listing you must get this book. It outlines the sales process he uses and it works.

Very valuable info. I work with FSBO's and have for many years, I've learned some from him. Very good book and recommend this book for beginner agents.

Enjoyed the book. Got some good ideas on where to start. Jason laid out what you need to do and stressed importance of persistence. It was an easy read and gave good insight into the FSBO market. I genuinely enjoyed reading this book and appreciate the motivation I gained. However, did anyone else notice the 15+ typos in the book? They were all over the place. I'm not perfect at grammar by any means but it was extremely obvious and made Jason lose a little bit of credibility. Please have someone edit this book!

Most up to date, honest, and NO GIMMICKS book on prospecting and lead generation for a very lucrative but highly avoided subject in Real Estate Sales. You would be INSANE NOT TO GET THIS BOOK, Period. Jason's writing style is easy to understand too. Thank you for a VALUABLE RESOURCE!

The perfect book for a real estate agent that needs some new income producing ideas. Easy to read and understand. AAA+

Does prospecting for FSBO's make you cringe? It's probably because you need a better plan and this book will help with that! Stop using the same old scripts and hoping and wishing they work! Get in the FSBO game -start with this book!

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