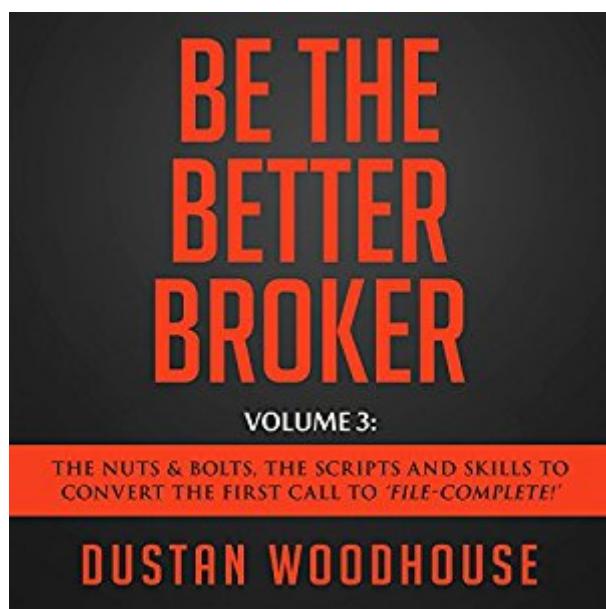


The book was found

# Be The Better Broker, Volume 3: The Nuts & Bolts, The Scripts And Skills To Convert The First Call To "File-Complete!"



## **Synopsis**

Built on foundations set in the previous two volumes, Be the Better Broker, Volume 3 is a detailed, step-by-step guide to the client-broker experience. From the opening question - "What's your best rate?" - to the two magic words - "File Complete!" - this book will give you access to the processes, scripts, and strategies used during hundreds of conversations addressing application intake, overcoming objections, the signing of the mortgage commitment, compliance, and insurance documents. This book is your guide to building your resume, marketing, and advertising, along with a base of referring clients and all-out raving fans via one simple approach creating excellence throughout the client experience. Apply the principles and the scripts outlined in this book and you will be on your way to building your own 200+ file-per-year business. You will increase your funding ratio! You will increase your production! The mantra of Volume 3: "File Complete!"

## **Book Information**

Audible Audio Edition

Listening Length: 8 hours and 12 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: eBookIt.com

Audible.com Release Date: April 18, 2017

Language: English

ASIN: B071XQ4NMD

Best Sellers Rank: #82 in Books > Business & Money > Real Estate > Mortgages #3375 in Books > Audible Audiobooks > Business & Investing

## **Customer Reviews**

After reading Volumes 1 and 2, I decided to savor Volume 3. I forced myself to only read a few chapters a week and I looked forward to my Sunday mornings drinking my coffee and reading a few chapters of Volume 3 of Be The Better Broker. Just as in Volumes 1 and 2, the information is valuable....and Dustan has a way of relating to people through his writing that makes the book funny and entertaining but at the same time, filled with great content. I thought 3 volumes on the top of mortgage brokering would be enough.....but now I can't wait until Volume 4 is released. Thank you Dustan for taking the time to put all of this information out there for the industry to embrace.

WOW, another blockbuster. DW has hit-it-out-of-the-park yet again. They keep getting better and

BTBB V3 will not disappoint. There are so many gold nuggets that you just don't know where to start. There is a flow, so try and do your best to stay in the chapter sequence. Whether you are a 20 year veteran or fresh from graduating from the broker course there is something for everyone. Buy the book - buy the series! If you are a mortgage broker BTBB V3 is a must.

[Download to continue reading...](#)

Be the Better Broker, Volume 3: The Nuts & Bolts, the Scripts and Skills to Convert the First Call to "File-Complete!" Teaching the Nuts and Bolts of Physical Education: Building Basic Movement Skills Real Estate Exam Prep: Connecticut Broker - 1st edition: The Authoritative Guide to Preparing for the Connecticut State-Specific Broker Exam How to Convert Callers into Clients: A Radically Simple Approach to Convert More of Your Current Leads Without Spending a Penny More on Advertising Convert your Minivan into a Mini RV Camper: How to convert a minivan into a comfortable minivan camper motorhome for under \$200 Clinical Practice of Cognitive Therapy with Children and Adolescents, Second Edition: The Nuts and Bolts Barrier-Free Travel: A Nuts and Bolts Guide for Wheelers and Slow-Walkers Barrier-Free Travel: A Nuts and Bolts Guide for Wheelers and Slow Walkers, 3rd Edition St. Benedict's Toolbox: The Nuts and Bolts of Everyday Benedictine Living (10th Anniversary Edition-Revised) System Modeling in Cellular Biology: From Concepts to Nuts and Bolts (MIT Press) The Nuts and Bolts of College Writing (Hackett Student Handbooks) Experimental Pulse NMR: A Nuts and Bolts Approach Rocket Ranch: The Nuts and Bolts of the Apollo Moon Program at Kennedy Space Center (Springer Praxis Books) The Nuts and Bolts of Cardiac Pacing The Business of Event Photography: The Nuts & Bolts for Novice Event Photographers Barrier-Free Travel (Barrier-Free Travel: A Nuts & Bolts Guide for Wheelers & Slow Walker) Nuts and Berries of New England: Tips And Recipes For Gatherers From Maine To The Adirondacks To Long Island Sound (Nuts and Berries Series) How to Grow More Vegetables, Eighth Edition: (and Fruits, Nuts, Berries, Grains, and Other Crops) Than You Ever Thought Possible on Less Land Than You ... (And Fruits, Nuts, Berries, Grains,) 7 STEPS to SALES SCRIPTS for B2B APPOINTMENT SETTING. Creating Cold Calling Phone Scripts for Business to Business Selling, Lead Generation and Sales Closing. A Primer for Appointment Setters. Wicked Cool Shell Scripts, 2nd Edition: 101 Scripts for Linux, OS X, and UNIX Systems

[Contact Us](#)

[DMCA](#)

[Privacy](#)

FAQ & Help