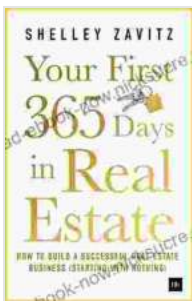


# How to Build a Successful Real Estate Business Starting With Nothing

Are you interested in starting a real estate business, but you don't have any money? Don't worry, you're not alone. Many successful real estate investors started with nothing and built their businesses from the ground up.



## Your First 365 Days in Real Estate: How to build a successful real estate business (starting with nothing)

by Shelley Zavitz

★★★★☆ 4.6 out of 5

Language : English  
File size : 1837 KB  
Text-to-Speech : Enabled  
Screen Reader : Supported  
Enhanced typesetting : Enabled  
X-Ray : Enabled  
Word Wise : Enabled  
Print length : 162 pages



In this article, we will provide you with a step-by-step guide on how to build a successful real estate business starting with nothing. We will cover everything from getting started in the industry to finding clients and closing deals.

## Getting Started

The first step to starting a real estate business is to get licensed. In most states, you will need to take a real estate course and pass a state exam. Once you have your license, you can start working with clients.

If you don't have any money to invest in a real estate course, there are a number of free resources available online. You can also find free or low-cost real estate courses at your local community college.

## **Finding Clients**

Once you have your license, you need to start finding clients. There are a number of ways to do this, including:

- Networking at local events
- Cold calling
- Online marketing
- Social media

It's important to be patient and persistent when looking for clients. It may take some time to build up a client base, but eventually you will start to see success.

## **Closing Deals**

Once you have found clients, you need to start closing deals. This can be a challenging process, but it's essential to your success as a real estate agent.

There are a number of things you can do to increase your chances of closing deals, including:

- Building a strong relationship with your clients
- Understanding their needs and wants
- Negotiating effectively
- Closing the deal professionally

Closing deals is an art form, but it's something that you can learn with practice. The more deals you close, the better you will become at it.

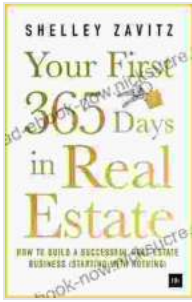
## **Building a Successful Real Estate Business**

Building a successful real estate business takes time and effort, but it's definitely possible to do it starting with nothing. By following the steps outlined in this article, you can increase your chances of success.

Here are some additional tips for building a successful real estate business:

- Set realistic goals.
- Create a business plan.
- Find a mentor.
- Invest in your education.
- Stay up-to-date on the latest trends.
- Be patient and persistent.

By following these tips, you can increase your chances of success in the real estate industry.

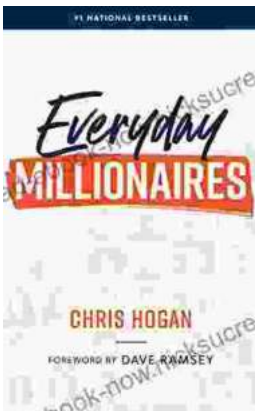


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