



Trump: The Best Real Estate Advice I Ever Received: 100 Top Experts Share Their Strategies

Donald J. Trump

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Donald Trump has gathered in one book the best advice on real estate from the brightest and most experienced people...

“Don’t try to take the last penny off the table; make sure that the people who buy from you also make money. If not, they won’t buy from you again.” –Michael Shvo, Founder of the Shvo Group and “the most successful young real estate broker in New York”

“Mom said, ‘If you don’t have big breasts, put ribbons in your pigtails.’ Good salesmanship is nothing more than maximizing the positive and minimizing the negative. Although your competition might offer something you can’t match, that doesn’t matter. What matters is that you identify and play up what you’ve got.” –Barbara Corcoran, Founder of the Corcoran Group, New York City’s leading real estate company

“Real estate can be so much fun you almost feel guilty earning money at it!” –Monda Bassil, President of Prestigious Properties of New York

“When you sell real estate, pay tax only if you want, when you want, and in the amount you decide.” –Gary Gorman, Founder of 1031 Exchange Experts, LLC, and author of Exchanging UP!

“Whether it is a real estate deal or any other venture, the key is to find something you enjoy doing, and then do it better than anyone else—because success comes easier to people who follow their passion.” –Donald Trump, J r., Executive Vice President of Development and Acquisitions for The Trump Organization

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