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MARCH NOTES + NEWS

The Madness of March is upon us. It's important to remember that the Hail Mary, buzzer beating, game winning shot we're bound to see in the coming weeks took years of practice and perhaps a little bit of luck.

What small steps are you taking now to prepare for your Big Dance?

It's never too late to get started. This month I wanted to share some news and inspiration to reignite those feelings of that clean slate you had on January 1st. The truth is every week is a fresh start. The other truth is that your bracket could get busted at any moment.

What's your next move?

At Austin Bates VIP Mortgage, we can't rely on luck. We go out and make it happen. You need a proactive lending team that can anticipate your client's unique needs during the mortgage process. If you'd like to learn more about how our reliable team can partner with you to create a seamless lending experience, call me today at (480) 529-6254 or email me at austinb@vipmtginc.com.

CALL THE BATES TEAM TODAY!



THE BEST ADVICE I EVER RECEIVED ABOUT LUXURY CUSTOMER SERVICE

For many agents, a reliable piece of advice can make all the difference when moving into the high-end customer service space. Find out what 5 top producing international real estate agents said when they took a look back at the lessons that gave them the edge in their luxury careers.

READ MORE

PRO-NEGOTIATING TIPS TO KEEP ANY REAL ESTATE DEAL ALIVE

Negotiating isn't about forcing people to see things your way and do whatever you want. Negotiating is about bringing hope to a difficult situation and ending in a place that is mutually beneficial for all. Getting people to see your point of view and guiding them into making different decisions is one of the best skills you can have as a realtor.



KEEP READING



8 TED TALKS TO STRENGTHEN YOUR SOFT SKILLS

Think about the strongest leaders you know. What traits come to mind? For many people, what makes a strong leader are the soft skills they possess, including communication and listening skills, the ability to keep cool during stressful situations and conversations, and the way they bring out the best in people around them.

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