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Youtility for Real Estate: Why Smart Real Estate Professionals are Helping, Not Selling . Jay Baer and Douglas Burdett at the Hampton Roads American Marketing Association, Virginia Beach, Virginia PS - make sure to subscribe to the podcast on iTunes or Stitcher.

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Youtility for Real Estate | How real estate professionals can build trust and dominate their competition by creating truly useful marketing. Youtility, as defined by bestselling author Jay Baer, is marketing that people cherish instead of marketing they simply tolerate.

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Smart real estate professionals are applying the concepts of Youtility, giving away information and resources for free, to differentiate and dominate by providing real value to clients and prospective clients. The difference between helping and selling is just two letters, but embracing the former makes the latter much, much

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For real estate professionals to be successful, they need to connect with consumers in a genuine way, offering resources and tools outright, not reserving that type of service for only those consumers who come looking for it. Facts. Today's real estate professional is faced with the growing challenge of the increasingly educated consumer.

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"Why are you interested in real estate?" This seems to be a common interview question. I understand the answers would be geared to the hiring firm be it development or acquisitions and their product type. What are your typical responses when confronted with this? Or thoughts in general. Why Real

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