

My New *Audio* Course is LIVE on Listenable.io

I received an email from the staff at Listenable. They provide an online platform that offers “powerful, bite-sized audio courses authored by well-loved experts”. They said: “Congratulations on launching your first course on Listenable! We’re excited to have you on board! We sincerely appreciate the work you’ve done to create such an outstanding course and we are proud to have you on the Listenable team.”

I am happy and excited to add my content to their impressive lineup of courses. The title of my course is “**The Basics of Selling Residential Real Estate**”. *Why did I create it?*

My passion for Real Estate led to my writing blogs and recording podcasts. Someone at Listenable heard my podcasts and contacted me to ask if I would be interested in creating an audio course for them. The subject matter was up to me and this topic seemed an obvious choice.

As I have learned over the course of my career as well as through my involvement in various roles within the Real Estate community, Real Estate is not rocket science by any means *although* many make it far more complicated than necessary. The process of selling or buying residential Real Estate generally involves a number of basic steps that must be completed in order to succeed. Hiring a professional should increase your chances for success. Our experience, training and education can provide the knowledge and insight typically needed to navigate the home selling or buying process.

My course consists of 13 lessons averaging about 8 minutes each. I break the steps of selling Real Estate down into “the basics” and explain what we do and why we do it. My goal is to take some of the mystery out of what people think we do and clarify it so that the typical listener will be more comfortable with the process. I discuss the entire selling process from hiring an agent *through* settlement/ closing. I hope that you will listen to it and recommend my course to people you know.

Here are the lessons: The “Five Steps to Selling Real Estate”; Hiring an Agent; Preparing Your House for Sale; Marketing Your House to Sell; Pricing Your House to Sell; The Listing Contract; Your House is on the “Active” Market; Congratulations, You Have an Offer; Contingencies; Closing the Sale. I included two “bonus” lessons: Andrew’s Time-Tested Real Estate One Liners and The Code of Ethics and Standards of Practice of the NATIONAL ASSOCIATION OF REALTORS.

Here is a direct link: <https://listenable.io/web/courses/380/the-basics-of-selling-residential-real-estate/> To enjoy 14 *free* days of Listenable, use this link: <https://listenable.io/?rf=CMO1BEOO>

I have an extensive catalog of blogs and podcasts posted on several websites including my primary site AndrewWetzel.com. If you haven’t followed them, I encourage you to give them a try. If you have read and listened to my material, thank you. I will keep adding new content.

Best wishes and thank you for listening and reading! As always, I am a phone call, email or text away if you have any questions.

There is no time for inexperience, empty promises or false expectations.

HIRE WISELY: We are not all the same.