



Wayne Taylor, Ray White Lower North Shore, Neutral Bay NSW

"Tony, your book certainly helped in relation to protecting the vendors' interests by listening to the buyers and giving accurate feedback. It does take some guts when buyer demand a price range and vendors want boomtime results. Where did we agents go wrong by deciding we knew the price of property in a falling market and mucking up the system by imposing our inaccurate opinions? Last night proved conclusively the system works if conducted the 'Tony Fountain way' and the mortgagee and beneficiaries of the first two properties are pleased. The vendors of the other two properties would simply not listen and now we have to start again! I'm going to keep re-reading 'The Complete Guide' because it is the Bible of real estate selling. It provides the confidence to keep to the correct path to ensure success."

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