Name _____

## The Charming Frontier Realtor

**Open-Ended Response Questions**

1. How did the frontier town of Silver Creek contribute to Jack Donovan's success as a real estate agent?

2. Can you think of another profession where charisma and charm might be as important as they were for Jack Donovan in real estate?

3. What do you think made Jack Donovan's sales pitches so convincing to the people of Silver Creek?

4. How did Jack's ability to adapt his sales pitch to the unique qualities of each property help him succeed?

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