

Name _____

The Charming Frontier Realtor

Open-Ended Response Answer Key

1. The frontier town of Silver Creek contributed to Jack Donovan's success as a real estate agent because it was a booming town with many newcomers looking for land. The town's growth created a high demand for properties, allowing Jack to use his charisma to sell them effectively.
2. Another profession where charisma and charm might be as important as they were for Jack Donovan in real estate could be a salesperson, especially in selling high-end or luxury products.
3. Jack Donovan's sales pitches were convincing because he used humor, showcased the potential of the properties, and connected with the buyers on a personal level. His charm and confidence made people trust him and believe in the value of the properties he was selling.
4. Jack's ability to adapt his sales pitch to the unique qualities of each property helped him succeed because it allowed him to highlight the specific advantages of each land or building. By tailoring his approach, he could address the different needs and desires of potential buyers, making them more likely to make a purchase.

