
Millionaire Real Estate Agent

Millionaire Real Estate Agent

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The Millionaire Real Estate Agent *McGraw Hill Professional*

Take your real estate career to the highest level! "Whether you are just getting started or a veteran in the business, The Millionaire Real Estate Agent is the step-by-step handbook for seeking excellence in your profession and in your life." --Mark Victor Hansen, cocreator, #1 New York Times bestselling series Chicken Soup for the Soul "This book presents a new paradigm for real estate and should be required reading for real estate professionals everywhere." --Robert T. Kiyosaki, New York Times bestselling author of Rich Dad, Poor Dad The Millionaire Real Estate Agent explains: Three concepts that drive production Economic, organizational, and lead generation models that are the foundations of any high-achiever's business How to "Earn a Million," "Net a Million," and "Receive a Million" in annual income

The Millionaire Real Estate Agent *McGraw-hill*

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professionals everywhere." --Robert T. Kiyosaki, New York Times bestselling author of Rich Dad, Poor Dad The Millionaire Real Estate Agent explains: Three concepts that drive production Economic, organizational, and lead generation models that are the foundations of any high-achiever's business How to "Earn a Million," "Net a Million," and "Receive a Million" in annual income

Millionaire Real Estate Agent - Success in Good Times and Bad (EBOOK BUNDLE) *McGraw-Hill Professional*

Start building your real estate fortune today! Gary Keller reveals all the secrets Two books in one comprehensive ebook package! "Gary Keller knows the beauty of a simple path to a spectacular goal!" —Mark Victor Hansen, co-creator, #1 New York Times bestselling series Chicken Soup for the Soul, and co-author, The One Minute Manager Keller Williams has grown into one of North America's largest real estate firm—and it continues to grow even during one of the worst markets in history. In Millionaire Real Estate Agent—Success in Good Times and Bad, co-founder and Chairman of the Board Gary Keller shares the methods has taught to hundreds of thousands of successful agents. This two-in-one ebook package gives you the knowledge and skills you need to take your career and success to the next step. Millionaire Real Estate Agent—Success in Good Times and Bad contains: The Millionaire Real Estate Agent In order to make it big in real estate, you have to learn the fundamental models that drive the best agents in the industry. In The Millionaire Real Estate Agent, Gary Keller applies his lifetime spent in the business to give you the knowledge and skills you need succeed. This unparalleled guide reveals: Three key concepts that drive mega-agent production

Essential economic, budgetary, and organizational models The secrets to how millionaire real estate agents think How you can get on the million-dollar-a-year real estate career path SHIFT More than 1,000,000 copies sold! Markets shift, and you can, too. Sometimes you'll shift in response to a falling market, and other times you'll shift to take your business to the next level. Both can transform your business and your life. You can change your thinking, your focus, your actions, and, ultimately, your results to get back in the game and ahead of the competition. SHIFT offers twelve proven strategies for achieving success in any real estate market, including: Short sales, foreclosures, and REOs Overcoming buyer reluctance Expense management Lead generation Creative financing

The Millionaire Real Estate Investor *McGraw Hill Professional* "This book is not just a bargain, it's a steal. It's filled with practical, workable advice for anyone wanting to build wealth."—Mike Summey, co-author of the bestselling *The Weekend Millionaire's Secrets to Investing in Real Estate* Anyone who seeks financial wealth must first learn the fundamental truths and models that drive it. The Millionaire Real Estate Investor represents the collected wisdom and experience of over 100 millionaire investors from all walks of life who pursued financial wealth and achieved the life-changing freedom it delivers. This book--in straightforward, no nonsense, easy-to-read style--reveals their proven strategies. The Millionaire Real Estate Investor is your handbook to the tried and true financial wealth building vehicle that rewards patience and perseverance and is available to all--real estate. You'll learn: Myths about money and

investing that hold people back and how to develop the mindset of a millionaire investor How to develop sound criteria for identifying great real estate investment opportunities How to zero in on the key terms of any transaction and achieve the best possible deals How to develop the "dream team" that will help you build your millionaire investment business Proven models and strategies millionaire investors use to track their net worth, understand their finances, build their network, lead generate for properties and acquire them The Millionaire Real Estate Investor is about you and your money. It's about your financial potential. It's about discovering the millionaire investor in you.

The Millionaire Real Estate Investor *McGraw-Hill Education*

"This book is not just a bargain, it's a steal. It's filled with practical, workable advice for anyone wanting to build wealth."—Mike Summey, co-author of the bestselling *The Weekend Millionaire's Secrets to Investing in Real Estate* Anyone who seeks financial wealth must first learn the fundamental truths and models that drive it. The Millionaire Real Estate Investor represents the collected wisdom and experience of over 100 millionaire investors from all walks of life who pursued financial wealth and achieved the life-changing freedom it delivers. This book--in straightforward, no nonsense, easy-to-read style--reveals their proven strategies. The Millionaire Real Estate Investor is your handbook to the tried and true financial wealth building vehicle that rewards patience and perseverance and is available to all--real estate. You'll learn: Myths about money and investing that hold people back and how to develop the mindset of a millionaire investor How to develop sound criteria for

identifying great real estate investment opportunities How to zero in on the key terms of any transaction and achieve the best possible deals How to develop the "dream team" that will help you build your millionaire investment business Proven models and strategies millionaire investors use to track their net worth, understand their finances, build their network, lead generate for properties and acquire them The Millionaire Real Estate Investor is about you and your money. It's about your financial potential. It's about discovering the millionaire investor in you.

The Half Millionaire Real Estate Agent

The 52 Secrets to Making a Half Million Dollars a Year While Working a 20-Hour Work Week *Bce Enterprises Incorporated*

In The Half Millionaire Real Estate Agent: The 52 Secrets to Making a Half Million Dollars a Year While Working a 20-Hour Work Week, Brian Ernst discloses the problems that so many real estate agents face while sharing his top industry secrets that can accelerate your success in the real estate industry.

SHIFT: How Top Real Estate Agents Tackle Tough Times (PAPERBACK) *McGraw Hill Professional*

NEW YORK TIMES BESTSELLER WALL STREET JOURNAL BUSINESS BESTSELLER USA TODAY MONEY BESTSELLER "Tough times make or break people. My friend Gary teaches you how to make the tragic into magic. Read & reap from this great book." --Mark Victor Hansen, Co-creator, #1 New York Times best selling series Chicken Soup for the Soul Co-author, Cracking the Millionaire

Code, The One Minute Millionaire, and Cash in a Flash. Author, Richest Kids in America "Real estate buyers and sellers have to SHIFT their mindset to new and more creative strategies in this challenging real estate market. This book shows them excellent ways to survive and thrive." --Robert Allen, author of the New York Times bestsellers Nothing Down, Creating Wealth, Multiple Streams of Income and The One Minute Millionaire. "Change happens. It's natural. It's ever present. It's reoccurring. So when markets shift you need to as well. No one explains this better in the real estate industry than my good friend Gary Keller and his team of talented co-authors. Their latest book, SHIFT, is perfect for all real estate professionals. It captures the very essence of a shifting housing market and what Realtors need to do to thrive therein. SHIFT will help you alter your focus and your actions to ensure that you get your head back in the game and increase your market share, irrespective of strong or weak market conditions. It's a great book – read it today." --Stefan Swanepoel, author of Swanepoel TRENDS Report, 2006-2009 "Need help weathering the storm in today's real estate market? If so, reach for Gary Keller's new book, Shift-- it's the lifesaver you need today to thrive tomorrow. Shift is rich in easy-to-understand strategies, charts, and illustrations that show you exactly what you need to do to thrive in today's very challenging and 'shifted' real estate market." --Bernice Ross, Inman News The Millionaire Real Estate Series More than 1,000,000 copies sold! SHIFTS happen... Markets shift, and you can too. Sometimes you'll shift in response to a falling market, and other times you'll shift to take your business to the next level. Both can transform your business and your life. You can change your thinking, your focus, your

actions, and, ultimately, your results to get back in the game and ahead of the competition. The tactics that jump-start your business in tough times will power it forward in good times. No matter the market-shift! SHIFT explores twelve proven strategies for achieving success in any real estate market, including Master the Market of the Moment: Short Sales, Foreclosures, and REOs Create Urgency: Overcoming Buyer Reluctance Re-Margin Your Business: Expense Management Find the Motivated: Lead Generation Expand the Options: Creative Financing

Summary of Gary Keller's The Millionaire Real Estate Agent by Swift Reads *Swift Reads*

The Millionaire Real Estate Agent (2004) explains how a real estate agent can build a lucrative business and routinely net \$1 million or more in personal income by copying techniques from high-earning industry professionals. Authors Gary Keller, Dave Jenks, and Jay Papasan use interviews with dozens of top real estate agents, along with their own experiences in the field, to outline a strategy even novice agents can use to reach their true earning potential... Purchase this in-depth summary to learn more.

The Millionaire Real Estate Agent, Revised and Updated Edition *McGraw-Hill Education*

HOLD: How to Find, Buy, and Rent Houses for Wealth *McGraw Hill Professional*

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final book in Gary Keller's national best-selling Millionaire Real Estate Investor trilogy teaches the proven, reliable real estate investing process to achieve financial wealth: 1. Find – the right property for the right terms and at the right price. 2. Analyze – an offer to make sure the numbers and terms make sense. 3. Buy – an investment property where you make money going in. 4. Manage – a property until it's paid for or you have a large amount of equity to leverage. 5. Grow – your way to wealth and financial freedom.

The ONE Thing

The Surprisingly Simple Truth Behind Extraordinary Results *Bard Press*

- More than 500 appearances on national bestseller lists • #1 Wall Street Journal, New York Times, and USA Today • Won 12 book awards • Translated into 35 languages • Voted Top 100 Business Book of All Time on Goodreads

People are using this simple, powerful concept to focus on what matters most in their personal and work lives. Companies are helping their employees be more productive with study groups, training, and coaching. Sales teams are boosting sales. Churches are conducting classes and recommending for their members. By focusing their energy on one thing at a time people are living more rewarding lives by building their careers, strengthening their finances, losing weight and getting in shape, deepening their faith, and nurturing stronger marriages and personal relationships. YOU WANT LESS. You want fewer distractions and less on your plate. The daily barrage of e-mails, texts, tweets, messages, and meetings

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Lead Generation For Real Estate Agents

WARNING: YOU'RE ABOUT TO BECOME A 'SUPER' REAL ESTATE AGENT, BLOW THE COMPETITION AWAY AND RECEIVE COUNTLESS STANDING OVATIONS AT AWARDS NIGHTS. HOW TO ATTRACT A FLOOD OF NEW CUSTOMERS THAT STAY, PAY AND REFER In this book you'll learn the REAL skill in becoming a million dollar real estate agent - a LEAD GENERATION JEDI! You are about to enter a 'sea-change' in your real estate career where you become the HUNTED not the hunter. Too much 'month at the end of the money, ' and failing promises to yourself AND family will be a thing of the past with this proven new way of thinking. This 'Best Kept Secret' is your entrance to a 'secret society' of real estate agents who can turn the lead generation tap on and off at will. (all black bold) No academic theories. No vague ideas.

No wish and hope strategies. No hype! Say goodbye to your mediocre real estate friends - your real estate career is moving up in the stratosphere. Let's get started!

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Making the Transition from Total Novice to Successful Professional Crown

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and you will join the growing list of real estate professionals who call Dirk Zeller their mentor!" —Rick DeLuca, nationally recognized real estate speaker

The Millionaire Real Estate Investing Series (EBOOK BUNDLE) *McGraw Hill Professional*

THREE E-BOOKS IN ONE The Millionaire Real Estate Investor Anyone who seeks financial wealth must first learn the fundamental truths and models that drive it. The Millionaire Real Estate Investor represents the collected wisdom and experience of over 100 millionaire investors from all walks of life who pursued financial wealth and achieved the life-changing freedom it delivers. This book--in straightforward, no nonsense, easy-to-read style--reveals their proven strategies. FLIP FLIP provides a detailed, step-by-step process to analyze each investment, identify the best improvements, accurately estimate the costs and intelligently oversee the construction. It takes out all the guess work and almost all of the risk. "Read this book before you flip that house! FLIP is an indispensable step-by-step guide to flipping houses that you will refer to again and again."-Carlos Ortiz, Executive Producer, "FLIP That House" (TLC's most popular real estate TV show) HOLD USA TODAY BESTSELLER Learn how to obtain financial freedom through real estate. The final book in Gary Keller's national bestselling Millionaire Real Estate Investor trilogy teaches the proven, reliable real estate investing process to achieve financial wealth

YOUR FIRST 365 DAYS IN REAL ESTATE *Harriman House Limited*

Your successful career in real estate starts here! The first 365 days of working in real estate can be one of the most tumultuous times in your career - full of hard lessons, heart breaks and hard work. Just because you have a license, doesn't mean you have a business. But if you get the important stuff right, a great future is yours for the taking. This honest, eye-opening and completely practical insider's guide shows you how to get where you want to be - even if you're starting from nothing. Author and successful real estate agent Shelley Zavitz reveals in unprecedented detail: - what to expect the first year of your career - how to implement systems that will impact your business in the next 90 days - how to build a marketing plan in a digital world - how to work your contacts to start your referral pipeline - how mindset can make or break your business and what to do about it - why surrounding yourself with the right people is essential. Shelley shares her own story as a new real estate agent - including how she built a brand starting with a network of just four people in a totally new city. The book also comes complete with worksheets, hot lists and examples of great branding so that you can catapult your business into the fast lane right now. Your First 365 Days in Real Estate is the number-one resource for new agents in the industry - don't miss out on your potential as a realtor without it.

Success as a Real Estate Agent For Dummies *John Wiley & Sons*

Make your fortune in the real estate business With home prices jumping nationwide, the real estate market is clearly starting to show stabilization. In the latest edition of Success as a Real Estate Agent For Dummies, expert author Dirk Zeller shows you

how to become a top-performing agent. Whether it's lead generation via blogging or social media channels, you'll discover key ways to communicate and prospect in a new online world. Inside, you'll find the latest coverage on being successful selling high-value homes, how to sell short sales to buyers without scaring them off, dealing with residential and commercial real estate, how to use third parties to drive leads and create exposure like Trulia, Realtor.com, and Zillow, and much more. Features tips and tricks for working with buyers Includes must-haves for successful real estate agents Offers tried-and-true tactics and fresh ideas for finding more projects Gives you the skills to close more deals Whether you're looking to rev up your real estate business, deciding whether to specialize in commercial or residential real estate, or just interested in fine-tuning your skills, *Success as a Real Estate Agent For Dummies* has you covered.

A Joy-Filled Life *Greenleaf Book Group*

In 2005, Mo assumed her current role as vice chairman of the board of Keller Williams Realty. After decades of success, which earned her innumerable professional accolades and awards, Mo is focused on the future. She continues to nurture the Keller Williams culture through training, coaching and consulting with Keller Williams associates and leaders. Her most recent and exciting endeavor has been writing this book: *A Joy-filled Life*, which she is currently touring North America and speaking about. In 2014, she also launched MoAnderson.com. Through this online mentorship platform, Mo shares life-changing principles to a rapidly growing community of members. In every way, Mo is

committed to leaving a legacy: the higher purpose of business is to give, care and share.

The Million Dollar Real Estate Team

How I Went from Zero to Earning \$1 Million After Expenses in Three Years *Wir Publishing*

Ever feel like you can't jump off the real estate merry-go-round of listing appointments, property showings and one transactional fire after another? Do you want to build a team that can operate without your day-to-day involvement, but don't know where to begin? If you're like thousands of other successful agents, you probably feel like you're producing as much as you can as a sole operator, but moving from 'Captain Everything' to an ownership mentality sounds too daunting. Contained in this book is a step-by-step business plan with simple, unambiguous directions on which steps to take and in what order. Learn from Chris Watters and Bradley Pounds how they scaled their business at a breakneck pace and earned a profit of over \$1 million in just three years.

Your First Step to Becoming a Millionaire Real Estate Agent

A New Agents Guide to Starting Their Brokerage Career

It is possible to be successful in the fast pace world of real estate and still look yourself in the mirror at the end of the day. You don't need to sell your soul and leave your ethics behind to be successful. Many people take the short cut in Real Estate and

break the moral and ethical rules. However, almost all of those who take the short cuts eventually end up with nothing. As these get rich quick artists fail they pass the prudent ethical real estate agent on their way down while they are still moving up. Many people take the short cut in Real Estate and break the moral and ethical rules. However, almost all of those who take the short cuts eventually end up with nothing. As these get rich quick artist fail they pass the prudent ethical real estate agent on their way down while they are still moving up.

How to Make It Big as a Real Estate Agent

The Right Systems and Approaches to Cut Years Off Your Learning Curve and Become Successful in Real Estate.

Createspace Independent Publishing Platform

Mark Ferguson "describes exactly how he has made it big in real estate and what to expect as a real estate agent. Mark breaks down how much money real estate agents can really make as well as how much work an agent will have to do. ... real estate can be a wonderful business if you treat it as a business and plan accordingly. There are many things an agent can do to be successful, which Mark details in this book. ... Choosing the right broker; Getting off to a fast start selling houses; Finding the right lead sources; Where to spend your money; Where not to spend your money; The best ways to network; How to build a business, not create a job; How to make your real estate agent business a sell-able asset..."--Amazon.com.

Summary of Gary Keller's the Millionaire Real Estate

Agent by Swift Reads

The Millionaire Real Estate Agent (2004) explains how a real estate agent can build a lucrative business and routinely net \$1 million or more in personal income by copying techniques from high-earning industry professionals. Authors Gary Keller, Dave Jenks, and Jay Papasan use interviews with dozens of top real estate agents, along with their own experiences in the field, to outline a strategy even novice agents can use to reach their true earning potential...Purchase this in-depth summary to learn more.

Flip

How to Find, Fix, and Sell Houses for Profit *McGraw Hill Professional*

FLIP, the third book in the National Bestselling Millionaire Real Estate Series (More than 500,000 copies sold!) FLIP provides a detailed, step-by-step process to analyze each investment, identify the best improvements, accurately estimate the costs and intelligently oversee the construction. It takes out all the guess work and almost all of the risk. Here's what industry experts are saying about FLIP: "Read this book before you flip that house! FLIP is an indispensable step-by-step guide to flipping houses that you will refer to again and again." -Carlos Ortiz, Executive Producer, "FLIP That House" (TLC's most popular real estate TV show) "At HomeVestors, we're in the business of buying and selling homes for profit and I can attest that there are few, if any, who can rival Rick's and Clay's expertise when it comes to fixing up houses for profit. This book is a must-read for any

investor." -Dr. John Hayes, President and CEO of HomeVestors of America (the largest homebuyer in America) "FLIP is a must-read book for everyone in the real estate business. Every agent should have this book. They should read it and master its contents. Why? Because it is the best guide ever written on how to evaluate real estate and how to add value to a house." -Gary Keller, Founder and Chairman of the Board of Keller Williams Realty International and author of bestselling *The Millionaire Real Estate Agent* and *The Millionaire Real Estate Investor* "For anyone looking to build wealth in real estate, FLIP provides a step-by-step approach that really works in any market." -Loral Langemeier, bestselling author of *The Millionaire Maker* FLIP extends the national bestselling Millionaire Real Estate series with a step-by-step guide that is quickly becoming "the model" for successfully finding, fixing and selling investment properties for profit. Based on their involvement in over a 1,000 flips, Rick Villani and Clay Davis walk you through the proven five-stage model for successfully flipping a house: FIND: How to select ideal neighborhoods, attract sellers, and find houses with investment potential ANALYZE: Identify which improvements to make and analyze the profit potential of any house BUY: How to arrange financing, present the offer, and close on the purchase FIX: A 50-step, easy-to-follow plan for fixing up houses that keeps you on time, in budget and assures top quality SELL: How to add finishing touches to quickly sell for maximum profit Woven through the book is an entertaining narrative that follows the flipping adventures of Samantha, Ed, Bill, Nancy, Amy and Mitch as they find, buy, fix and sell their first investment houses. With all this plus the experience of over a thousand flips condensed

into one book, FLIP gives new investors the tools they need to avoid common pitfalls, make a profit, and enjoy the process of house flipping. Rick Villani and Clay Davis are senior executives at HomeFixers, North America's leading real estate rehab franchise. HomeFixers has been involved in more than 1,000 flips nationwide.

The Honest Real Estate Agent

A Training Guide for a Successful First Year and Beyond As a Real Estate Agent *Createspace Independent Publishing Platform*

Brand New Third Edition! This book is for brand new Agents and experienced Agents looking to jump start their business. It's not a book for everyone. The book is for Honest Real Estate Agents who care about their customers, work hard and want to make a difference in helping other people. One of the drawbacks of most real estate schools is they teach you only how to pass the real estate exam. They don't teach you how to succeed as a Real Estate Agent once you get your license. This is the book for you because it will help you hit the ground running once you get your license. In the past five years thousands of new Agents have bought this book as they embark on their career in real estate.

Sold

Every Real Estate Agent's Guide to Building a Profitable Business *Biggerpockets Publishing, LLC*

87% of real estate agents fail within the first five years. Don't

become another casualty According to the National Association of REALTORS(R), real estate agents with less than two years' experience have a median gross income of \$9,300, while real estate agents with 16 years experience have a median gross income of \$71,000. What if there was a better, more efficient way to build your real estate business without waiting 15 years or more? Six-Figure Real Estate Agent gives both new and seasoned real estate agents a practical and proven guide to get more clients, generate more sales, and earn higher commissions. Bestselling author, investor, and top-producing real estate agent, David Greene, shares the exact systems and processes that he used to scale his own real estate agent business, from solo agent to a thriving funnel and referral system with repeat business. This book will teach you an easy-to-implement system that will grow your real estate business quickly--without having to waste your time door knocking, calling FSBOs and expireds, or spending all your money chasing after paid-for internet leads. Inside, you'll discover: Why most agents don't succeed, and how to overcome those common hurdles How to inhabit the mindset of a top-producing agent Steps to build a massive sales funnel that always replenishes itself Tips, tools, and proven strategies for moving clients down the sales funnel How to master the art of the close Ten lead generation strategies (that you'll actually enjoy) Lead follow-up techniques that will keep you clients coming back How to build a thriving database And so much more

Before You Are Licensed

13 Actions to Jump Start Your Future Real Estate Career

Createspace Independent Publishing Platform

Too many new real estate agents don't make it to their first anniversary. Why? Because they run out of money before they have had time to build a successful business. Most real estate books give the same advice, "Put away three to six months of living expenses before starting your career." If you've got that kind of money, then you don't need this book. If however you aren't sitting on a pile of cash, you have no choice but to hit the ground running the minute you are licensed. This short and simple guide will teach you how. Right now, with *Before You Are Licensed*, you can begin: * Acquiring market knowledge * Nurturing a future client base * Researching brokerages * Creating marketing materials for future use The list goes on and on.... Don't allow yourself to become another statistic. Take control of your future real estate career by laying the groundwork now. If you succeed quickly, you won't have to quit. It's that simple.

SHIFT: How Top Real Estate Agents Tackle Tough Times

McGraw Hill Professional

NEW YORK TIMES BESTSELLER WALL STREET JOURNAL BUSINESS BESTSELLER USA TODAY MONEY BESTSELLER "Tough times make or break people. My friend Gary teaches you how to make the tragic into magic. Read & reap from this great book." --Mark Victor Hansen, Co-creator, #1 New York Times best selling series *Chicken Soup for the Soul* Co-author, *Cracking the Millionaire Code*, *The One Minute Millionaire*, and *Cash in a Flash*. Author, *Richest Kids in America* "Real estate buyers and sellers have to SHIFT their mindset to new and more creative strategies in this

challenging real estate market. This book shows them excellent ways to survive and thrive." --Robert Allen, author of the New York Times bestsellers *Nothing Down*, *Creating Wealth*, *Multiple Streams of Income* and *The One Minute Millionaire*. "Change happens. It's natural. It's ever present. It's reoccurring. So when markets shift you need to as well. No one explains this better in the real estate industry than my good friend Gary Keller and his team of talented co-authors. Their latest book, *SHIFT*, is perfect for all real estate professionals. It captures the very essence of a shifting housing market and what Realtors need to do to thrive therein. *SHIFT* will help you alter your focus and your actions to ensure that you get your head back in the game and increase your market share, irrespective of strong or weak market conditions. It's a great book – read it today." --Stefan Swanepoel, author of Swanepoel TRENDS Report, 2006-2009 "Need help weathering the storm in today's real estate market? If so, reach for Gary Keller's new book, *Shift*-- it's the lifesaver you need today to thrive tomorrow. *Shift* is rich in easy-to-understand strategies, charts, and illustrations that show you exactly what you need to do to thrive in today's very challenging and 'shifted' real estate market." --Bernice Ross, Inman News The Millionaire Real Estate Series More than 1,000,000 copies sold! *SHIFTS* happen... Markets shift, and you can too. Sometimes you'll shift in response to a falling market, and other times you'll shift to take your business to the next level. Both can transform your business and your life. You can change your thinking, your focus, your actions, and, ultimately, your results to get back in the game and ahead of the competition. The tactics that jump-start your business in tough times will power it forward in good times. No

matter the market-shift! *SHIFT* explores twelve proven strategies for achieving success in any real estate market, including Master the Market of the Moment: Short Sales, Foreclosures, and REOs Create Urgency: Overcoming Buyer Reluctance Re-Margin Your Business: Expense Management Find the Motivated: Lead Generation Expand the Options: Creative Financing

Surrounded by Setbacks

Turning Obstacles into Success (When Everything Goes to Hell) [The Surrounded by Idiots Series] *St. Martin's Essentials*

Part of the bestselling *Surrounded by Idiots* series! In *Surrounded by Setbacks*, internationally bestselling author Thomas Erikson turns his attention to a universal problem: what to do when things go wrong. Too often it seems like our dreams and ambitions—whether it's finally getting that corner office, lacing up your running shoes again, or building a flourishing relationship with your partner—are derailed by one roadblock or another. So how do we learn to take setbacks in stride and still achieve our goals? In *Surrounded by Setbacks*, Erikson answers that question. Using simple, actionable steps, Erikson helps readers identify the “why” behind their goal, create a concrete plan towards achieving it, and—most importantly—avoid many of the most common pitfalls that derail us when we attempt something new. The simple 4-color behavior system that made *Surrounded by Idiots* revolutionary now helps readers reflect on how they respond to adversity, giving them the self-awareness to negotiate the inevitable obstacles of life with confidence.

Exactly What to Say: For Real Estate Agents

In *Exactly What To Say for Real Estate Agents*, Phil M. Jones, Chris Smith, and Jimmy Mackin provide 30 Magic Words to help with the most common, critical, and difficult conversations real estate agents have today. If you are open-minded to a better way of selling, this book is for you.

The Millionaire Real Estate Agent, 2e

Ninja Selling

Subtle Skills. Big Results. *Greenleaf Book Group*

2018 Axiom Business Book Award Winner, Gold Medal Stop Selling! Start Solving! In *Ninja Selling*, author Larry Kendall transforms the way readers think about selling. He points out the problems with traditional selling methods and instead offers a science-based selling system that gives predictable results regardless of personality type. *Ninja Selling* teaches readers how to shift their approach from chasing clients to attracting clients. Readers will learn how to stop selling and start solving by asking the right questions and listening to their clients. *Ninja Selling* is an invaluable step-by-step guide that shows readers how to be more effective in their sales careers and increase their income-per-hour, so that they can lead full lives. *Ninja Selling* is both a sales platform and a path to personal mastery and life purpose. Followers of the *Ninja Selling* system say it not only improved their business and their client relationships; it also improved the quality of their lives.

The Weekend Millionaire's Secrets to Investing in Real Estate: How to Become Wealthy in Your Spare Time

How to Become Wealthy in Your Spare Time *McGraw-Hill Education*

"Everything you need to know to make millions by investing in real estate. Be smart -- take advantage of their invaluable experience to help you reach your financial goals."--Jack Canfield, Co-author, *The Power of Focus*, *Dare to Win*, and the *Chicken Soup for the Soul(R)* series. A proven formula for making a killing in small real estate investments in all market conditions Millionaire real estate investor Mike Summey and nationally recognized negotiation expert Roger Dawson team up to offer a complete program for becoming a real estate magnate in your spare time. Unlike all the get-rich-quick real estate investment guides on the shelves, *The Weekend Millionaire* shows readers how to look beyond price to the fundamentals of what makes a property valuable and to leverage that value in order to build wealth, consistently, over years. It also teaches them an original, win-win negotiating strategy in which the buyer determines the terms of the purchase and lets the seller determine the price. Readers get clear, step-by-step guidance on how to: Find great investment properties Approach sellers Structure a win-win proposal Get a proposal accepted--even with no money down and bad credit Negotiate a transaction Manage and maintain properties for increasing returns

The Millionaire Real Estate Agent *Createspace Independent Publishing Platform*

This is a book full of tips to become the best real estate agent that you can be. It also contains Tai Lopez Inspired productions, The 67 steps the easy way to the good life and more

7L: The Seven Levels of Communication

Go From Relationships to Referrals *BenBella Books*

Can you imagine receiving a referral each and every day? Neither could real estate agent Rick Masters. (7L) The Seven Levels of Communication tells the entertaining and educational story of Rick Masters, who is suffering from a down economy when he meets a mortgage professional who has built a successful business without advertising or personal promotion. Skeptical, he agrees to accompany her to a conference to learn more about her mysterious methods. Rick soon learns that the rewards for implementing these strategies are far greater than he had ever imagined. In seeking success, he finds significance. This heartwarming tale of Rick's trials and triumphs describes the exact strategies that helped him evolve from the Ego Era to the Generosity Generation. This book is about so much more than referrals. This is about building a business that not only feeds your family, but also feeds your soul.

Sell It Like Serhant

How to Sell More, Earn More, and Become the Ultimate Sales Machine *Hachette Books*

NATIONAL BESTSELLER ** USA Today Bestseller ** Los Angeles Times Bestseller ** Wall Street Journal Bestseller A lively and

practical guide on how to sell anything and achieve long-term success in business Ryan Serhant was a shy, jobless hand model when he entered the real estate business in 2008 at a time the country was on the verge of economic collapse. Just nine years later, he has emerged as one of the top realtors in the world and an authority on the art of selling. Sell It Like Serhant is a smart, at times hilarious, and always essential playbook to build confidence, generate results, and sell just about anything. You'll find tips on: --The Seven Stages of Selling--How to Find Your Hook--Negotiating Like A BOSS--How to Be a Time Manager, Not a Time Stealer--And Much More! Through useful lessons, lively stories, and vivid examples, this book shows you how to employ Serhant's principles to increase profits and achieve success. Your measure of a good day will no longer depend on one deal or one client, wondering what comes next; the next deal is already happening. And Serhant's practical guidance will show you how to juggle multiple deals at once and close all of them EVERY. SINGLE. TIME. Whatever your business or expertise, Sell It Like Serhant will make anyone a master at sales. Ready, set, GO!

Building Wealth One House at a Time: Making it Big on Little Deals *McGraw Hill Professional*

Strategies for creating real estate wealth by starting small--and always making the right moves Nationally known real estate expert John Schaub learned his craft in the best way possible--on the job, and through every kind of market. Over three decades, he learned to bank consistent profits as he built an impressive real estate mini-empire. Building Wealth One House at a Time reveals how virtually anyone can accumulate one million dollars

worth of houses debtfree and earn a steady cash flow for life. Unique in that it focuses on buying houses in good-quality neighborhoods, Schaub's nine-step program includes: Renting to long-term tenants, with financial incentives to pay on time Avoiding the temptation of bigger deals, which invariably include bigger problems A 10-year plan to pay off debt and own houses free and clear

The High-Performing Real Estate Team

5 Keys to Dramatically Increasing Sales and Commissions

John Wiley & Sons

Transform your real estate business into a sales powerhouse In *The High-Performing Real Estate Team*, experienced real estate coach Brian Icenhower shares the systems and secrets of top real estate agents and brokerages. The book offers actionable systems and processes that can be immediately implemented to take you, your fellow agents, and your team or brokerage to the next level. Focusing on the 20% of activities that drive expansion, this book shows you how to create renewed enthusiasm, productivity, engagement, and exponential growth at your real estate team. With this book, you will: Discover how to create a viral goal that spreads throughout your team and drives change Learn to focus on core activities that result in the majority of your growth and productivity Cultivate personal responsibility with public accountability and accelerate growth with a custom team dashboard that measures metrics for success Written for real estate agents, teams, brokerages and franchise owners, *The High-Performing Real Estate Team* is an indispensable resource

that will guide you toward growth while providing you with the resources and downloadable materials to reach your goals faster.

Listing Boss

The Definitive Blueprint for Real Estate Success

Listing Boss: The Definitive Blueprint for Real Estate Success is a powerful book for real estate agents at all levels of their career and success. Implementing Hoss Pratt's 12 essentials will help you break down barriers and yield massive results. These 12 essentials include: create a vision, develop a top-producing mindset, identify your niches, deploy a marketing arsenal, master your listing presentation, and get buyers to take action...plus more. You can have the best plans in the world and get no results if you don't take action. You are the reason you don't have the results you want right now. What are you going to do about it? *Listing Boss* will inspire and equip you to live the life of your dreams. You only live once. Why not make it legendary?

Property Management Kit For Dummies *John Wiley & Sons*

Discover how to be a landlord with ease Thinking about becoming a landlord? *Property Management Kit For Dummies* gives you proven strategies for establishing and maintaining rental properties, whether a single family or multi-resident unit. You'll find out how to prepare and promote your properties, select tenants, handle repairs, avoid costly mistakes and legal missteps—and meet your long-term goals. Now you can find out if you really have what it takes to successfully manage a rental property, and you'll learn all about the various options for hiring

someone else to manage your property for you. You'll find out the right way to prepare your properties for prospective tenants, set the rent and security deposit, clean up properties between tenants, and verify rental applications. In no time at all, you can become a top-notch property manager by working efficiently with employees and contractors to keep your properties safe and secure. Manage your time and money wisely Acquire a property and prepare it for tenants Make your property stand out and attract tenants Keep good tenants and get rid of bad ones Collect and increase rent Evaluate the different types of insurance and understand income and property taxes Complete with lists of ten reasons to become a rental property owner, ten ways to rent your vacancy, and the ten biggest mistakes a landlord can make, Property Management Kit For Dummies helps you achieve your dream of being a successful residential rental property owner. CD-ROM and other supplementary materials are not included as part of the e-book file, but are available for download after purchase.

Renegade Millionaire

7 Secrets to Extreme Wealth, Autonomy, and Entrepreneurial Success *Advantage Media Group*

SO... ARE YOU INTERESTED IN BECOMING A RENEGADE MILLIONAIRE? When was the last time you thought of yourself as someone who throws the typical and conventional to the wayside? Someone who not only pushes the envelope but practically shreds it into a million pieces--daring to live and experience life where few others are willing to go? Being a

RENEGADE MILLIONAIRE means having the willingness, know-how, and courage to transform an ordinary business into an extraordinary, wealth-producing asset that can change your life forever. Inside this revolutionary book, world-famous author Dan Kennedy reveals the principles and strategies he's used over the past four decades to do exactly that--not only for himself but also for businesses of all shapes and sizes throughout the world. It's all practical, rubber-meets-road kind of material, 100 percent based on the real-life experiences of well over 150 first-generation, from-scratch, entrepreneurial millionaires and multimillionaires... In essence, you're getting over \$100 million worth of entrepreneurial street smarts. Are you ready to rise above, push forward at lightning speed, and finally live the life of a true RENEGADE MILLIONAIRE? Then let's get started.

Millionaire Real Estate Agent Makeover

First Impressions Are Your Paycheck *CreateSpace*

Is your sense of style holding back your real estate career? The Millionaire Real Estate Agent Makeover explains that your first impression can be the difference in the size of your paycheck. The book is based on research from analyzing the top female real estate agents in the country. Each chapter is designed to move you and your sense of style up the ladder of real estate success. End of chapter bonuses provide marketing tips, tricks, and secrets to get you more clients and more referrals. This book is so much more than fashion and beauty advice, it sets a solid foundation to have the dream career you envisioned when you first received your real estate license. If you want to be a

millionaire real estate agent, you need to look like a million bucks. Go for it!