

Access Free The 7 Figure
Realtor: Become A Mega
Marketer, Sustain Mega Income
Experience Mega Success

The 7 Figure Realtor: Become A Mega Marketer, Sustain Mega Income

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Realtor: Become A Mega
Experience Mega
Marketer, Sustain Mega Income
Success
Experience Mega Success

**If you are anything like me, you
thought that the most important
part of becoming a Real Estate**

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**professional was learning
everything they taught in Real
Estate School. You believed that
passing the class and State Exam
with a high score meant
immediate success and big pay
checks in the amazing profession**

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**of Real Estate Sales. If you
haven't figured it out yet, I am
going to break the news to you
right now; this business is tough,
actually really hard and if you are
in the business of Real Estate, you
are also in the business of Lead**

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**Generation. You can have a
doctorate in real estate, outfox a
professional litigator in a contract
negotiation, appraise property
better than anyone in the market,
and have more financing
knowledge packed into your head**

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**than a mortgage guru, and it
won't do you a lick of good
without clients. To succeed in real
estate you must have client leads.
Now, other than a short career as
a school teacher and football
coach, I've been in sales most of**

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**my life so the news that my
success in Real Estate School
wasn't going to be enough on its
own to pave the way to a
successful real estate career didn't
come as a shock to me and the
systems and strategies I followed**

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**to build my real estate business to
close more than 100 homes a year
are detailed in The Rainmaker.
Within Become a Rock Star Real
Estate Agent, Jennifer Seenoo
Tucker helps real estate agents
create the favorable**

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**circumstances that will increase
the success and effectiveness of
their sales career, so they can rake
in the profits. Become a Rock Star
Real Estate Agent shows real
estate agents that they can have a
successful and thriving real estate**

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business. There is a way for real estate agents to use their current skills, knowledge, and expertise to create a profitable real estate career capable of earning \$100k or more every year. Become a Rock Star Real Estate Agent is

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**designed to guide real estate
salespeople who are truly ready to
earn the profits they were born to
make. Author, vice president of
business development, and
associate broker of EXIT Realty
United, Jennifer Seenno Tucker**

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**helps real estate agents to: Learn
how to regain control of a
stagnant real estate sales business
Recognize the patterns as to why
their real estate career has failed
to thrive Overcome sluggish real
estate transactions that are**

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hurting their bank account
Identify highly qualified clients
that will help them reach their
income targets every month with
ease Keep their real estate
business growing on a deliberate
path of prosperity

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**Your Best Prospects Are Referred
Prospects! Nobody likes cold calls.
And nobody really needs to make
them. The Referral of a Lifetime
teaches a step-by-step system that
will allow anyone to generate a
steady stream of new business**

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**through consistent, qualified
referrals while retaining and
maximizing business with existing
customers. Tim Templeton
emphasizes the importance of
applying the golden rule in
business—putting the relationship**

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with your customer first, rather than just making the sale. This second edition adds a technique for creating a profile of your ideal customer and explains how to reach the tipping point on online reviews and testimonials so you

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can expand your business 24/7.

Your customers, colleagues, and friends already know every new contact you will ever need to succeed. When you apply Tim Templeton's system, they will naturally refer those potential new

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customers to you.

**Both computer rookies and pros
can master Microsoft Access 2016
efficiently with ILLUSTRATED
MICROSOFT OFFICE 365 &
ACCESS 2016:
COMPREHENSIVE. Skills are**

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**accessible and easy to follow with
a hallmark two-page layout that
allows readers to see an entire
task without turning the page.
Using a concise, focused approach
and user-friendly format, this
book incorporates Learning**

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Outcomes that clearly outline the skills addressed in each lesson.

Larger full-color images reflect exactly what readers should see on their own computer screens. Each module begins with a brief overview of the principles of the

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**lesson and introduces an updated
case study for further application
to ensure readers gain a complete
understanding of Microsoft
Access 2016. Important Notice:
Media content referenced within
the product description or the**

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**product text may not be available
in the ebook version.**

**Become a Rock Star Real Estate
Agent
The Referral of a Lifetime**

Capture Internet Leads, Create

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**Quality Appointments, Close
More Sales**

**Illustrated Microsoft Office 365 &
Access 2016: Intermediate
Seven Years to Seven Figures
The Conversion Code
Modern Wealth Blueprint for**

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Black Americans

*From the duo behind the massively
successful and award-winning podcast
Stuff You Should Know comes an
unexpected look at things you thought you
knew. Josh Clark and Chuck Bryant
started the podcast Stuff You Should
Know back in 2008 because they were*

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curious—curious about the world around them, curious about what they might have missed in their formal educations, and curious to dig deeper on stuff they thought they understood. As it turns out, they aren't the only curious ones. They've since amassed a rabid fan base, making Stuff You Should Know one of the most

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popular podcasts in the world. Armed with their inquisitive natures and a passion for sharing, they uncover the weird, fascinating, delightful, or unexpected elements of a wide variety of topics. The pair have now taken their near-boundless "whys" and "hows" from your earbuds to the pages of a book for the

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first time—featuring a completely new array of subjects that they've long wondered about and wanted to explore. Each chapter is further embellished with snappy visual material to allow for rabbit-hole tangents and digressions—including charts, illustrations, sidebars, and footnotes. Follow along as the two dig

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into the underlying stories of everything from the origin of Murphy beds, to the history of facial hair, to the psychology of being lost. Have you ever wondered about the world around you, and wished to see the magic in everyday things? Come get curious with Stuff You Should Know. With Josh and Chuck as your guide,

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there's something interesting about everything (...except maybe jackhammers).

Unlimited earning potential, personal freedom, and self-made success: these are a few of the reasons you may have become a real estate agent. But the rules of the game have changed, thanks to

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social media. In the digital age, if you want to stand out as an agent, hit your goals, and build your team, you need a new mindset and a fresh outlook. You need an updated roadmap with strategies to improve relationships and elevate performance in a world of shortening attention spans. In More Money, Less

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Hustle, Realtor and real estate marketing specialist Jess Lenouvel shares the six pillars that will help you reach seven figures and take your business to the next level in the age of the internet. A seven-figure agent herself, Jess grew up in the industry. Now she's sharing her proprietary methodology to help real

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*estate professionals leverage online
marketing, systematize and scale their
business, and create a transformational
workplace culture. This book is your
chance, no matter the market, to abandon
the hustle and uncertainty of the industry
you love for consistency, clarity, and
enduring success.*

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Presents practical advice on selling strategies and techniques that can be implemented to successfully sell real estate and achieve financial independence.

*The guide to shortening your execution cycle down from one year to twelve weeks
Most organizations and individuals work*

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*in the context of annual goals and plans;
a twelve-month execution cycle. Instead,
The 12 Week Year avoids the pitfalls and
low productivity of annualized thinking.
This book redefines your "year" to be 12
weeks long. In 12 weeks, there just isn't
enough time to get complacent, and
urgency increases and intensifies. The 12*

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Week Year creates focus and clarity on what matters most and a sense of urgency to do it now. In the end more of the important stuff gets done and the impact on results is profound. Explains how to leverage the power of a 12 week year to drive improved results in any area of your life Offers a how-to book for both

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*individuals and organizations seeking to
improve their execution effectiveness*

*Authors are leading experts on execution
and implementation Turn your
organization's idea of a year on its head,
and speed your journey to success.*

*The Revolutionary DIET-FREE Way to
Totally Transform Your Body*

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***Every Real Estate Agent's Guide to
Building a Profitable Business
Sold***

Subtle Skills. Big Results.

***Learn how to Get Free Real Estate Leads
and Never Cold Call Again***

***How to Reward Those Who Reward You
Blueprint For Success In Real Estate Lead***

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Generation

*100 Ways to Grow Your Real Estate
Business*

Emphasizing the
director's
responsibility as a
leader of both people

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and programs in diverse
communities, DEVELOPING
AND ADMINISTERING A
CHILD CARE AND EDUCATION
PROGRAM, Ninth Edition,
covers the business and
interpersonal skills

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child development
professionals need to
implement an effective
program for young
children and their
families. It is written
primarily for students

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of early childhood education whether or not they plan to work in the administrative aspects of the field. The book is also a rich source of updated information for

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practicing directors. In
this thoroughly updated
edition, the authors
provide practical
information on all
aspects of directing a
program, including

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curriculum selection;
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funding; budgeting;
selecting, training, and
supervising staff;
housing the program and
purchasing equipment;
working with children

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and parents; accrediting
and licensing an early
childhood center; and
carrying out program
evaluation and quality
improvement strategies.
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A no-nonsense guide to

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Experience Mega Success**

finding success-and
avoiding failure-in your
first years in real
estate. Let's not
sugarcoat it-real estate
is a cut-throat
industry. Nearly

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87-percent of new agents succumb to failure within the first five years. What if instead of failing, you could join the 7-figure club instead? In this

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comprehensive guide, you
will discover: What you
need to know about
passing exams and
getting licensed The
insider strategy for
launching and nurturing

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your career from Day 1

Common and avoidable
mistakes made in the
first year The
surprising traits shared
by successful agents The
real reasons clients

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choose certain agents
over others Proven

pricing strategies and
marketing tactics Easy
insights you can
implement NOW to boost
your real estate career

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The #1 key to success in
Experience Mega Success
real estate And much
more! In his first
resource for the masses,
award-winning real
estate expert John Graff
guides readers through

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the challenges and opportunities new agents face. Graff used these same insights to quickly evolve from brand new agent to founder and CEO. Graff is now the

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owner of one of the
Experience Mega Success
country's fastest-
growing privately held
companies. Real Insights
is your guide to
avoiding common mistakes
so you can be part of

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the 13-percent of agents
who thrive.

The vast majority of
realtors have
insufficient marketing
strategies to expand
their business to its

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fullest extent. In order to thrive in a saturated industry, it's crucial to stand out from the hundreds of other real estate professionals in your area. If you are a

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realtor and constantly wondering "what's the best way to market my business?" You are facing the tough world of marketing that's an absolute must in the

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competitive real estate industry. Being an agent is one job and constantly thinking of how to market your business is a different job. This completely

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comprehensive guide
Experience Mega Success
includes: 100 creative
ways for real estate
agents to market their
business Strategic
explanations that dive
into why you should

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consider using these
Experience Mega Success
marketing tactics Brand
building techniques
built into my unique
content ideas that will
help you establish a
strong personal brand as

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Experience Mega Success
a real estate
professional. "100 Ways
to Grow Your Real Estate
Business: The #1
Marketing Book For Real
Estate Agents" has
received rave reviews:

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"This book contains excellent concepts that real estate agents NEED to implement in their businesses in order to scale them to the next level." - Influencive

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"'100 Ways to Grow Your
Real Estate Business' is
hands down the #1
marketing book for real
estate agents looking to
take their business to
the next level" -

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Business Blurb "I highly
recommend all real
estate agents give this
book a read in order to
best optimize their
business for success." -
The Australian Business

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Journal "100 Ways to
Experience Mega Success
Grow Your Real Estate
Business: The #1
Marketing Book For Real
Estate Agents" is the
solution to finding
unique marketing

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strategies to properly
scale your real estate
business. This book
provides you 100 unique
marketing ideas to grow
and establish your brand
as a real estate agent.

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Don't spend another day
wasting hours trying to
think of marketing
ideas. Save yourself
time and energy and by
clicking the BUY NOW
button at the top of

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this page!

Discover the Secrets to
Marketing With
Facebook! Not sure how to
turn all those likes,
comments and "friends"
into real estate

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Experience Mega Success.**

marketing dreams? Tried
Facebook before...and
had monumentally crappy
results? (Who
hasn't!) Looking for a NO
B.S. and super-simple
guide to leveraging

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Facebook to build your
realtor brand -- and
make a helluva lot more
money? Worry not!
Because in "Facebook
Marketing for Realtors"
you'll discover: 5

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Biggest Facebook

Mistakes Realtors Make;3

Keys to Facebook Posting

Mastery;How to Get a

Boatload of Facebook

Fans (Without Hardly

Trying);4 Custom Apps

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You Just Gotta
Have;Facebook

Advertising 101 for
Realtors;and so much
more!And each chapter
includes easy-to-follow
action steps to help you

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boost your realtor
Experience Mega Success
Facebook marketing game
- without having to
watch a single, boring
YouTube video. So, why
not begin your quest for
Facebook realtor

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domination...today!
Experience Mega Success

The No-Nonsense Guide to
Success as a Real Estate
Agent

Rainmaker

Perk Your Sphere

#7-Figure Net Worth

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Kick Back and
Experience Mega Success
Relax...Your Guide to
Building a Real Estate
Sales Machine That Rocks
in Any Economy
The Fast-Track Plan to
Becoming a Millionaire

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How to Use Universal
Fantasy to SELL Your
Books to ANYONE

Gabriel Method

*Your successful career in real
estate starts here! The first 365
days of working in real estate can*

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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

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Experience Mega Success
*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*

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*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*

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*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*

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*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*

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*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.
The 7 Figure Realtor Become a
Mega Marketer, Sustain Mega
Income and Experience Mega*

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Success

*Popular speaker, multimillionaire,
and author of the all-time
bestselling real-estate book Nothing
Down, Robert G. Allen knows how
to bring you financial success. With
his seminars sweeping the nation,*

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Allen is at the cutting edge of strategic wealth creation now more than ever. And in this completely revised edition of his classic bestseller Creating Wealth Allen gives you the basic principles that you need to stop thinking poor and

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*start growing rich. Moving beyond
just real estate, Allen goes straight
to the core of people's inner
motivations and beliefs about
money to give you all the
fundamentals of wealth creation. By
developing a wealthy mind-set,*

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*anyone can take off into financial
self-reliance -- and Allen shows you
how. He explains the ways in which
most of us have been programmed
to think that only saving is good and
debt and risk are bad, so that in our
efforts to gain security, we cheat*

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ourselves out of getting rich. The key to changing that mind-set is Allen's unique integration of real estate with other wealth-generating investments. In his trademark, easy-to-understand style Allen spells out all his practical applications and

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*shows you how to: Take advantage
of recent tax laws Use leverage to
multiply holdings while minimizing
risks Benefit from high-yield
discount mortgages Acquire long-
term profits in gold and silver coins
Set up corporations and trusts to*

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*protect assets Find the highest rate
of return with the greatest liquidity
As Robert Allen has proved in his
own life -- becoming a
multimillionaire well before he was
thirty-five -- it doesn't matter how
much or how little money you have*

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*when you start as long as you
understand the right principles --
timeless principles that can make
you a fortune.*

*Instant #1 New York Times
Bestseller A People Book of the
Week, Book of the Month Club*

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selection, and Best of Fall in Good Housekeeping, PopSugar, The Washington Post, New York Post, Shondaland, CNN, and more! “[A] quirky, big-hearted novel... Wry, wise, and often laugh-out-loud funny, it’s a wholly original story

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that delivers pure pleasure.”

*—People From the #1 New York
Times bestselling author of A Man
Called Ove comes a charming,
poignant novel about a crime that
never took place, a would-be bank
robber who disappears into thin air,*

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*and eight extremely anxious
strangers who find they have more
in common than they ever
imagined. Looking at real estate
isn't usually a life-or-death
situation, but an apartment open
house becomes just that when a*

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failed bank robber bursts in and takes a group of strangers hostage. The captives include a recently retired couple who relentlessly hunt down fixer-uppers to avoid the painful truth that they can't fix their own marriage. There's a wealthy

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bank director who has been too busy to care about anyone else and a young couple who are about to have their first child but can't seem to agree on anything, from where they want to live to how they met in the first place. Add to the mix an

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eighty-seven-year-old woman who has lived long enough not to be afraid of someone waving a gun in her face, a flustered but still-ready-to-make-a-deal real estate agent, and a mystery man who has locked himself in the apartment's only

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bathroom, and you've got the worst group of hostages in the world. Each of them carries a lifetime of grievances, hurts, secrets, and passions that are ready to boil over. None of them is entirely who they appear to be. And all of them—the

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*bank robber included—desperately
crave some sort of rescue. As the
authorities and the media surround
the premises these reluctant allies
will reveal surprising truths about
themselves and set in motion a
chain of events so unexpected that*

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even they can hardly explain what happens next. Rich with Fredrik Backman's "pitch-perfect dialogue and an unparalleled understanding of human nature" (Shelf Awareness), Anxious People is an ingeniously constructed story about

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*the enduring power of friendship,
forgiveness, and hope—the things
that save us, even in the most
anxious times.*

*The Millionaire Real Estate Agent
8 Steps To Making A Living & A
Life*

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Stuff You Should Know
*Making the Transition from Total
Novice to Successful Professional
Anxious People*
The Millionaire Real Estate Investor
*7 Figures To Success: Finding Your
Sales Excellence in 365 Days*

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*A Training Guide for a Successful
First Year and Beyond As a Real
Estate Agent*

***Classic Insight into Building a
Fabulous Career in Real Estate
Welcome to the world of real
estate sales! Now, you control***

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your destiny. A career in real estate offers endless opportunities, the freedom of flexible hours, and the potential to earn fabulous amounts of money. But to reach your goals you need to be prepared. Before

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***you dive in, you must learn
everything you can and discover
the edge that will take you to the
top. Inside, experienced and top-
notch real estate professional
Dirk Zeller presents the secrets
to success that will allow you to***

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***excel from day one. Full of
practical answers and step-by-
step solutions to the field's most
common obstacles and
challenges, Your First Year in
Real Estate will help you build a
solid foundation for a lifetime of***

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***real estate success. Be a real
estate champion from day one by
knowing how to: ·Select the right
company and get off to the right
start ·Develop valubable mentor
and client relationships ·Master
your sales skills ·Achieve the***

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financial results you desire

*·Set—and reach—important
career goals "Dirk Zeller's
approach is brilliant! He gives
the best basic marketing
techniques to his students. I
applaud this book." —Bonnie S.*

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***Mays, vice president, Reality
World America, and executive
director, Reality World Academy
"Follow the advice in this book
and you will join the growing list
of real estate professionals who
call Dirk Zeller their mentor!"***

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**—Rick DeLuca, nationally
recognized real estate speaker
Discover how to transform your
finances and build wealth with
this powerful guide! Do you
dream of revolutionizing your
finances and learning to make**

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***the most of your money? Are
you searching for practical,
proven, and rewarding strategies
to get a handle on debt, create
good monetary habits, and build
your ideal financial future? Then
this book is for you!Combining***

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practical, relatable advice with a hands-on workbook designed to help you redefine the way you look at money, this brilliant guide offers you a profound blueprint for embarking on a journey to financial freedom. Whether you

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***need help breaking harmful
cycles with money, creating
positive habits which will stick
with you for life, or even paying
off student loan debt, #7-Figure
Net Worth arms you with the
essential advice you need to***

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***create a vibrant financial
future. Specially created for Black
Americans to help you question
cultural narratives around
finances and build generational
wealth for your children and
future generations, inside you'll***

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***find down-to-earth advice for
reviewing your credit score,
selecting health insurance,
leveraging your savings
accounts, establishing multiple
income streams, and so much
more! Here's just a little of what***

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***you'll discover inside:- Powerful
Ways To Shift Your Mindsets
Around Money- Practical Advice
and Strategies For Building
Wealth- Insight on Societal
Contexts Impacting Your
Personal Journey Toward***

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***Wealth- Why Your Habits are
Essential For Your Lifelong
Success (and How To Build Ones
That Stick)- Financial
Affirmations and Actionable
Exercises To Kickstart Your
Financial Journey- How To***

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***Shake Harmful Attitudes and
Habits Around Money- Breaking
Down The Details of Finance
That Nobody Taught You- Tips
and Tricks For Insurance,
Savings, Budgeting and
Investing- Biblical Perspectives***

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***on Wealth, Abundance, and
Stewardship- And So Much
More!No matter your financial
standing or where you're at in
life, the tried-and-tested lessons
inside #7-Figure Net Worth will
drastically transform your***

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***attitudes and habits toward
money, building a solid
foundation from which you can
launch your long-term success.
ILLUSTRATED MICROSOFT
OFFICE 365 & ACCESS 2016:
INTERMEDIATE engages both***

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***computer rookies and hot shots
as this edition guides readers in
mastering basic and more
advanced Microsoft Access 2016
skills quickly and efficiently.
Praised for its concise, focused
approach and user-friendly***

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***format, this book, like all others
in the Illustrated Series,
incorporates a hallmark two-
page layout that allows readers
to see an entire task in one view.
Each presentation is easy to
follow with Learning Outcomes***

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that outline the skills covered in each lesson and larger full-color screens that reflect exactly what readers should see on their own computers. Each module begins with a brief overview of the lesson's principles and

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***introduces a case study for
further application. Important
Notice: Media content referenced
within the product description or
the product text may not be
available in the ebook version.
Jon Gabriel lost over 100 kilos***

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***without dieting or surgery and
amazingly his body shows
almost no sign of ever having
been morbidly obese. His totally
unique and groundbreaking
approach to losing weight is
backed by solid, cutting edge***

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***obesity research from over four
years of full-time investigation of
the roles of biochemistry,
neurobiology, quantum physics
and human consciousness in
weight-loss. The result is a
method that defies "common***

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***sense wisdom" and yet achieves
dramatic lasting benefits.***

***Celebrity obesity survivors like
Muhammad Ali's daughter
Khaliah and Robin Moran, star of
The Discovery Channel's show
Super Obese, are strong***

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***advocates of Jon's Weightloss
approach, which has also been
featured on A Current Affair and
Today/Tonight in Australia as well
as on numerous radio shows and
newspaper articles
internationally. In addition to***

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***telling Jon's own story of his
amazing transformation, the
book reveals why diets don't
work and explains a truly unique
and revolutionary diet-free way
to lose weight. It's based on the
fact that your body has an***

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***internal logic that determines
how fat or thin you will be at any
given time. The way to lose
weight is not to struggle or to
force yourself to lose weight but
to understand this internal logic
and work with it so that your***

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***body wants to be thinner. When
your body wants to be thinner,
weightloss is inevitable and
becomes automatic and
effortless. You simply crave less
food, you crave healthier foods,
your metabolism speeds up and***

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***you become very efficient at
burning fat, just like a naturally
thin person. And that's the real
transformation - to transform
yourself into a naturally thin
person, so that you can eat
whatever you want whenever you***

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**want and still be thin, fit and
vibrantly healthy.**

6 Steps to 7 Figures

The Lazy Realtor

The Golden Handoff

**Go From Relationships to
Referrals**

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***How to THRIVE as a Real Estate
Agent: Crush the Learning Curve
and Fast-forward to Making Your
First 6 Figures!
The 12 Week Year
The Honest Real Estate Agent
An Incomplete Compendium of***

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Mostly Interesting Things

**You can do all the legwork
needed to be a successful real
estate agent, but it is impossible
to do well in the industry if you
don't remember its entire
foundation: client relationships.**

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**Realtor Liz Johnson has created
a system that not only will
change the way you do business
but also has a higher rate of
return than you ever thought
possible. Perk Your Sphere
provides a new structure for**

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success! Johnson's method has given her a fifteen-to-one return on investment in an industry where a four-to-one ROI is amazing. She grew her business without making a single awkward cold call. Instead of an

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**aggressive but ultimately
useless sales strategy, Johnson
shows a better, more efficient
way of growing your business
and reaching out to clientele.
Johnson offers systems for
classifying clients and**

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**understanding who can give you
referrals. She shows how-
through personal branding,
special events, giveaways, and
more-you can make each client
feel special and make sure your
name immediately springs to**

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mind when they think of real estate. Johnson's techniques won't simply make you "a Realtor" for your clients, but "the Realtor."

Serve 2 Win, the first in a series of business guidebooks by

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**entrepreneur coach and serial
business owner, Mitch Durfee,
offers an unusual approach to
launching a small business. The
single most successful basis for
any entrepreneurial endeavor is
that of being of service. Not only**

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**does a service-to-others
approach attract customers and
clients, it rewards business
practitioners with an
unshakeable sense of purpose,
undergirded by the inherent
happiness of using their**

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expertise to assist others in need of help. With service as the foundational principle, Durfee outlines the eight steps (which are also tools) that helped him launch three successful small businesses, and coach over 500

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**clients to launch
their enterprises. These steps are
key in creating and sustaining a
business, and they include:
Having the Right Values; Setting
Goals; Creating a Support
Network; Cultivating a Positive**

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**Mental Attitude; Taking Action;
Protecting Your Time; Building
Your (small business) Team; and
Positioning Yourself to Win.
Durfee's Serve 2 Win guidebook
offers an enthusiastic but reality-
based approach to business**

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**building, while helping would-be
entrepreneurs gain confidence in
their ability to realize big dreams.
The book offers a well-tested,
step-by-step methodology that,
while challenging (the way any
new endeavors are) is within**

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**reach of all those who want to
own their own business, and as a
result, direct their own life.
Shift your real estate business
into high gear, this REALTOR
training book makes listing and
selling property easy Learn lead**

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**generation, marketing strategy
and tips, client prospecting,
systems, formulas, scripts and
more No more stumbling blindly
trying to build a successful real
estate business, follow Wade
Webb's proven real estate**

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**success system and generate a
great income while creating the
lifestyle of your dreams Simply
follow the field tested tactics in
this realty handbook loaded with
creative advertising and
promotional ideas for the**

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**beginner and seasoned
professional alike. Executive
coaching for full time and part
time REALTORS seeking
effective tools and professional,
business and life coaching
backed with a solid business**

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**philosophy Real Estate Business
Training to Build a Market Proof
Successful Realty Empire The
Lazy REALTOR by Wade Webb is
built on universal, proven and
tested business principles
designed to inspire and educate**

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**you into reaching and
surpassing your wildest dreams
to build a successful real estate
business and to enjoy the
lifestyle that goes along with it.
The Lazy Realtor goes into great
detail on all the main**

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**components required to start,
grow, and maintain a recession
proof real estate empire. Learn
about getting started, the
learning curve, budgeting, goal
setting, how to become an
EXPERT Buyer & seller cycles,**

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**listing cycles, pricing
psychology Databases &
relationship lists, expanding
your database Potential clients
everywhere, multiplying leads,
lead generation, cashing in on
leads Glengarry style, sales and**

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Experience Mega Success**
**power prospecting methods
Enter the World Wide Web,
power of connecting, new
Marketing IT Open House
strategies Triggering emotions,
features vs. benefits, psychology
in sales Staging homes, selling**

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**sellers on staging Farming,
direct mail, cold calling, warm
calling Expired listings, for sale
by owner, FSBOs Making listings
more salable Managing your
time, time blocking, breaking the
realtor-phobia, selling yourself**

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**Showing luxury homes In buyers
shoes, one house at a time,
Exclusive Agent anyone?,
helping owners with direct sales
Winners never quit, quitters
never win, discipline can go a
long way, 3-Part Formula for**

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**Success Pricing strategies,
connecting with your sellers,
getting inside their head 22
solutions to kick-start your
business (and yourself!) Insider's
Tips 7 figure income for me?
Specifications 6" x 9" (15.24 x**

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Experience Mega Success
**22.86 cm) Black & White on
White paper 126 pages Wade
Webb Real Estate Coaching
Handbook for Seasoned
Professionals and "Dummies"
Alike Why stumble through your
real estate career learning the**

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**hard way when you can learn
from a master who has "been
there, done that" and chiseled
through all the trial and error for
you? The last thing you want
when trying to attain your
financial and professional goals**

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**as a REALTOR is to waste days,
months and even years spinning
your wheels not to mention
thousands of dollars on mis-
spent advertising dollars and
business expense... and let's not
forget the potential lost income**

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**of doing it right the first time.
Buy Wade Webb's The Lazy
Realtor and Receive the
Following All the rock solid real
estate training mentioned above
and much more Bonus training
materials Bonus videos from**

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**Wade and marketing materials
Product Guarantee - The ONLY
Real Estate Coaching eBook
Backed by a Lifetime Satisfaction
Guarantee Order Now as You
Risk Nothing With Our
Guarantee. Buy 2 and Get One**

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for a Friend?

**In a dog-eat-dog industry with
hundreds of Real Estate Agents
throwing in the towel each year,
this business can make you feel
lost, alone, and broke - but you
don't have to be. In her debut**

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book, "How to Thrive as a Real Estate Agent," April Del Monte gets real about the struggle that Realtors go through and shares her secrets for generating organic leads, mastering the art of marketing, staying authentic

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**and building a thriving career. If
you're just starting out - this
book is for you. If you feel alone
without any guidance " this book
is for you. If you've been an
agent for years but you've hit a
plateau & you're frustrated - this**

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**book is for you. If you're
struggling and not sure whats
holding you back- this book is
for you. An essential read for
every Realtor, this book is the
mentor, guidance, and support
you need to ignite your growth**

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**and achieve the six-figure
success you deserve. April Del
Monte shares the wisdom that
transformed her career and took
her from barely paying the bills
to tripling her income year after
year with clients who sing her**

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**praises as their "forever
Realtor." April reveals what she
did and how you can use the
same strategies to skip years of
struggle and fast-forward to
building a meaningful and
lucrative career that allows you**

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to truly thrive.

Experience Mega Success
Facebook Marketing for Realtors
A Path to a Meaningful Life
The 7 Figure Realtor
Hero on a Mission
Developing and Administering a
Child Care and Education

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Program

Becoming the 7-Figure Real
Estate Agent

Real Estate Marketing in the 21st
Century

**YOUR FIRST 365 DAYS IN REAL
ESTATE**

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The book deals with the concept of poverty, its causes and cures. The rich ordinarily blaming the poor that latter remain poor, because of their being lazy and the poor feeling that their poverty, arises from

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**the exploitation by the
rich, both views have been
attempted to be dismantled.
The dichotomy of poverty and
the affluence has not been
an age old phenomenon. The
inequalities, in the non
industrial ages, were far**

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**from being distinct, except
an extremely thin layer of
the royalty and the feudal.
With prosperity of few
nations, arising from
industrial revolution, from
the middle of the 1700s and
the increased naval power,**

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**of a few nations, made the
difference between the rich
and poor regions and between
the countries sharp. As
money begets money, the
economic development, too
followed the same path. The
author examined how the**

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**poverty, got accentuated by
migration of labour and the
rich engaging them, on
security of contract basis,
for longer periods, either
paying measly compensation
or with no wages. They also
restricted their mobility to**

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**Leverage, from their cheap
labour. This is reflected
even in the new millennium,
in the form of denial of
industrial democracy, by
some gigantic corporations,
to annihilate the bargaining
power of the labour. The**

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**book also mentions how
disengaged nature of the
democratic politics of the
poor in the developed world,
kept them poorer and wanting
in confidence. Remedial
measures have also been
discussed, in this study,**

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**which, as stressed by the
author, need to be continent
specific, rather than one
cloth size fits all,
approach of the multilateral
Institutions. The book has
not examined and researched
poverty as one blanket**

entity but researched poverty at multi-layered level and at each level the author got to the bottom of the issue and provided unique solutions. The study suggests need for a gesture of benevolence, of the

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**developed world, keeping in
mind the downsides that
resulted from colonization.
The book goes into the
question of emergence of
avoidance of practical
education, science and
engineering education, lack**

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**of interest in academic
rigour, in several
industrial countries, in the
recent years, which could be
heavily challenging, for
future generations. The book
is unique, in its dealing
with remedial measures, to**

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which the book has
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considerably dedicated.

More fortunes are built in
real estate on borrowed
money than in any other
business. And you can build
your fortune in real
estate using borrowed money

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**too-if you follow the advice
and tips in thisbook.**

**Whether you're making your
first foray into real estate
investingor have invested
for a number of years, 209
Fast Spare-Time Ways toBuild
Zero Cash into 7 Figures a**

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Year in Real Estate will
Experience Mega Success**
show you how to acquire
income-producing real estate
and build your wealth by
using borrowed money. Long-
time real estate advisor
Tyler Hicks offers proven
strategies and real-world

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**examples to illustrate
howmuch MIF-Money in Fist-
you can realistically earn
by investing inreal estate.
A valuable guide for new,
experienced, or affluent
real estateinvestors, 209
Fast Spare-Time Ways to**

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**Build Zero Cash into
7 Figures a Year in Real
Estate covers all the bases,
from finding loans to hiring
an accountant and an
attorney to help with
the business. Letters from
individuals who have**

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**successfully followed the
strategies outlined in this
book are also included to
help you understand exactly
what you must do to make
this plan work for you.
Filled with in-depth
insights and practical**

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Marketer, Sustain Mega Income
Experience Mega Success**

**advice, 209 FastSpare-Time
Ways to Build Zero Cash into
7 Figures a Year in
RealEstate discusses
important real estate topics-
including creativefinancing,
acquiring single-family
homes, and becoming a**

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**privatelender client-to
allow you to make the most
of your investments in real
estate.**

**2018 Axiom Business Book
Award Winner, Gold Medal
Stop Selling! Start Solving!
In Ninja Selling, author**

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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

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**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**

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**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-**

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**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**

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**relationships; it also
improved the quality of
their lives.**

**There are only, in my humble
opinion, two kinds of
readers. Readers who love
your books. and... Readers who
don't know they love your**

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**books yet. But how do you
reach those readers in the
second category, no matter
what kind of writer you are?
The answer to that question
is... Universal Fantasy
Universal Fantasy is why my
sales tripled when I**

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**“accidentally” wrote three
books that landed in the
Amazon Top 100. Universal
Fantasy is why some authors
get gobs of gushing reviews
and some authors who write
“way better” get crickets.
Universal Fantasy is the**

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answer to many of the
questions you might have
thought were unanswerable or
simply up to luck, like... •
Will this sell? • Why is
that selling? • Why didn't
this sell? • Will readers
like what I am writing? •

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**Why do I love the TV
shows/books/entertainments I
do? • Why did I buy that
thing I bought when I didn't
intend to buy it? BE
WARNED...once known, Universal
Fantasy cannot be
undiscovered. Leave this**

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**book be if you're truly
satisfied with your current
writing life. But if you're
not afraid—if you're ready
to know the secret hidden
inside all bestselling
stories, open this gift and
find out how to use**

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UNIVERSAL FANTASY to write
and market books that **SELL**
to **ANYONE**.

**Your First Year in Real
Estate**

**YouTube for Real Estate
Agents**

7 FIGURE FICTION

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**209 Fast Spare-Time Ways to
Build Zero Cash into 7
Figures a Year in Real
Estate**

**7L: The Seven Levels of
Communication**

**How to Buy and Sell a Real
Estate Agent's Business**

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**Creating Wealth
Ninja Selling**

Learn how to attract your ideal clients through video marketing using YouTube. 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

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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

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Experience Mega Success

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.

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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.

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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

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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

Can you imagine receiving a referral each and every day? Neither could real estate agent Rick Masters. (7L) The Seven Levels

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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

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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

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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. Great client relationships are worth a fortune in the real estate business. But when agents retire, most of those fortunes are simply lost-- until now. The Golden

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Handoff solves this problem. Do you want to grow your business? The Golden

Handoff has a simple and proven plan to exponentially grow your business by adopting hundreds of clients from agents when they retire. Do you want to retire but can't just walk away? The Golden Handoff shows you how to pick the right agent to

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Experience Mega Success.
adopt your clients and ensure you have
income for years to come.

Realty and Building

Retire in Ten Years Using Allen's Seven
Principles of Wealth

Serve 2 Win

A Novel

A Real Estate Professional's Guide to

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Experience Mega Success
Building Wealth and Creating Your Own
Destiny

Get More Done in 12 Weeks than Others
Do in 12 Months

Real Insights

More Money, Less Hustle

**New York Times bestselling
author Donald Miller shares**

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**the plan that led him to turn
his life around. This actionable
guide will teach you how to do
the same through journaling
prompts and goal-planning
exercises. There are four
characters in every story: The**

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**victim, the villain, the hero,
and the guide. These four
characters live inside us. If we
play the victim, we're doomed
to fail. If we play the villain, we
will not create genuine bonds.
But if we play the hero or**

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**guide, our lives will flourish.
The hard part is being self-
aware enough to know which
character we are playing. In
this book, bestselling author
Donald Miller uses his own
experiences to help you**

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**recognize if the character you
are currently surfacing is
helping you experience a life of
meaning. He breaks down the
transformational, yet practical,
plan that took him from slowly
giving up to rapidly gaining a**

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**new perspective of his own
life's beauty and meaning,
igniting his motivation,
passion, and productivity, so
you can do the same. In Hero
on a Mission, Donald's lessons
will teach you how to: Discover**

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**when you are playing the
victim and villain. Create a
simple life plan that will bring
clarity and meaning to your
goals ahead. Take control of
your life by choosing to be the
hero in your story. Cultivate a**

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**sense of creativity about what
your life can be. Move beyond
just being productive to
experiencing a deep sense of
meaning. Donald will help you
identify the many chances you
have of being the hero in your**

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**life, and the times when you
are falling into the trap of
becoming the victim. Hero on a
Mission will guide you in
developing a unique plan that
will speak to the challenges
you currently face so you can**

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**find the fulfillment you have
been searching for in your life
and work.**

**"If you need more traffic, leads
and sales, you need The
Conversion Code." Neil Patel
co-founder Crazy Egg "We've**

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**helped 11,000+ businesses
generate more than 31 million
leads and consider The
Conversion Code a must read."
Oli Gardner co-founder
Unbounce "We'd been closing
55% of our qualified**

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**appointments. We increased
that to 76% as a direct result
of implementing The
Conversion Code." Dan Stewart
CEO Happy Grasshopper "The
strategies in The Conversion
Code are highly effective and**

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**immediately helped our entire sales team. The book explains the science behind selling in a way that is simple to remember and easy to implement." Steve Pacinelli
CMO BombBomb Capture and**

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**close more Internet leads with
a new sales script and powerful
marketing templates The
Conversion Code provides a
step-by-step blueprint for
increasing sales in the modern,
Internet-driven era. Today's**

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**consumers are savvy, and they
have more options than ever
before. Capturing their
attention and turning it into
revenue requires a whole new
approach to marketing and
sales. This book provides clear**

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**guidance toward conquering
the new paradigm shift
towards online lead generation
and inside sales. You'll learn
how to capture those
invaluable Internet leads,
convert them into**

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**appointments, and close more
deals. Regardless of product or
industry, this proven process
will increase both the quantity
and quality of leads and put
your sales figures on the rise.
Traditional sales and**

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**marketing advice is becoming
less and less relevant as
today's consumers are
spending much more time
online, and salespeople are
calling, emailing, and texting
leads instead of meeting them**

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**in person. This book shows you
where to find them, how to
engage them, and how to
position your company as the
ideal solution to their needs.
Engage with consumers more
effectively online Leverage the**

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**strengths of social media,
apps, and blogs to capture
more leads for less money
Convert more Internet leads
into real-world prospects and
sales appointments Make
connections on every call and**

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**learn the exact words that
close more sales The business
world is moving away from
"belly-to-belly" interactions
and traditional advertising.
Companies are forced to
engage with prospective**

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customers first online—the vast majority through social media, mobile apps, blogs, and live chat—before ever meeting in person. Yesterday's marketing advice no longer applies to today's tech savvy,

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**mobile-first, social media-
addicted consumer, and the
new sales environment
demands that you meet
consumers where they are and
close them, quickly. The
Conversion Code gives you an**

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**actionable blueprint for
capturing Internet leads and
turning them into customers.
This includes: remembering
the fundamental importance of
kindness; staying afloat during
the waves of success and the**

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**market shifts that send less
prepared realtors crashing;
why an "all in" mindset is what
distinguishes results from
struggles
This book will show a sales
person/entrepreneur,**

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**specifically a Realtor,
mortgage broker, insurance
agent or professional service
provider who serves customers
to build their career to high
levels. Those who are trying to
find solutions to building their**

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**business, balancing their life,
and creating a fabulous living
with six to seven figures a year
while maintaining a healthy
happy life with their family.
More specifically, Real estate
agents who want to be able to**

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**get in front of more prospects
and increase sales. They will
learn how to get 3 Listings in
30 Days without costing a
fortune, no matter what kind
of market your in. Are you
looking to build a consistent 6**

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**figure and more real estate
business but not sure how? Are
you wanting to make real
estate a career full time and
not just try to make some extra
part-time money? Are you
thinking about starting a new**

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**career? Do you have an up and
down real estate sales business
like a roller coaster? Do you
have a desire to own your own
business? Are you trying to
make money in Real Estate?
Did you recently get your Real**

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**Estate license and don't know
what to do? Looking to make
more money as a real estate
agent? Looking to make money
as a real estate investor?
Interested in becoming a
Realtor? Do you need help in**

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**sales and marketing? Are you
tired of the rat race? Want to
stop punching a clock?
Looking for a way to have
freedom and make a great
income? Are you wanting to
have control over your own**

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**schedule and time? Are you a
single parent and looking for a
flexible schedule to have a
career and be a great parent as
well? Struggling with wanting
to make 6 figures or more and
still be around to raise your**

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**children and have a family? All
of these questions and more
will be answered and solved by
reading my book. First, this
book will help Realtors and
agents set their target income,
business goals and create a**

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**strategic business and
marketing plan to achieve
these goals while making sure
the goals are in balance with
the amount of time, effort and
energy the agent is willing to
commit to. In other words**

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**he/she will be creating a fun,
quality business that they like,
enjoy and want to work in
because they created the
business plan to fit their needs
and wants. Second, once the
road map of the desired**

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business becomes clear to the agent, the book will walk them through how to create and build that business. The next most important desire and frustration this book will solve is avoiding and getting out of

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**the "roller coaster" business
which makes them feel broke.
Having a big sale one month
and then no sale for 2 months
because they spent all of their
time working on the one client
and stopped all marketing and**

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**prospecting during the closing
process. The implementation
of the systems in the book will
create a balanced and
profitable business that goes
up and keeps increasing and
climbing instead of the**

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**common up and down
nightmare every agent goes
through without my book. This
book will tell the agent what
things to focus on and what to
ignore and stay away from
saving hundreds of hours and**

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**thousands of dollars on
wasting time figuring out what
to put their time and money
on. This book makes it clear
and simple and tells them
where to market, who to
market to, how to market and**

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**then does the marketing for
them.**

Remedial Measures

Poverty of Nations

7 Steps to Make \$100k a Year

Become a Mega Marketer,

Sustain Mega Income and

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The #1 Marketing Book for
Real Estate Agents
Illustrated Microsoft Office
365 & Access 2016:
Comprehensive
Never Make a Cold Call Again!

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“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*

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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

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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

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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:

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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

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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

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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

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financial potential. It's about
discovering the millionaire
investor in you.

Take your real estate career to
the highest level! "Whether you
are just getting started or a
veteran in the business, The

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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

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"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,

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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

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"Earn a Million," "Net a Million,"
and "Receive a Million" in annual
income

Brand New Third Edition! This
book is for brand new Agents
and experienced Agents looking
to jump start their business. It's

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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

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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

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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.
In Seven Years to Seven
Figures, self-made millionaire

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and renowned wealth coach
Michael Masterson reveals the
steps you can take to
accumulate seven-figure wealth
within seven years—or less.
Seven Years to Seven Figures
will give you the tools to increase

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your income, get the highest
possible returns on investments,
save wisely—and secure your
financial future faster than you
may have ever dreamed.