



reading this I know you've got what it takes, and you do too. Don't take my word for it. Think about all the times you have found out that you really can achieve what you set out to do. Yet, keep in mind how anxious you were going into that apparently impossible challenge. Despite the uncertain steps, you did it, you believed in yourself, and said, "Ha, that wasn't so bad, what's next?" Or did you hold yourself back in your comfortable place once again and praise yourself for continuing to play it safe? Every successful realtor and sales professional I've ever talked to or worked with tells me that the biggest secret to their success has been daring to dream big dreams, planning for the long haul, and keeping the momentum going and moving forward. The One Simple Thing of daring to dream big dreams has had the biggest impact on their business growth and helping more people. As you tackle the challenge of this journey, be honest with yourself, do the work, and be bold! "Beverly's book will educate, enlighten, and empower you! all while putting a smile on your face." Maria Reyes-McDavis, Author & Digital Strategist "Beverly Boston simplifies and helps you implement tools that can transform your mindset and business while entertaining you..." Maria Vargas, Professor University of B.C. "Beverly turns the challenges of daring to dream big dreams into a few easy steps that will change your business and your life! forever! and get you on the path to achieving them." S. Grande, Four Seasons "Since Bev has become my coach and mentor, I have accomplished a significant increase in referral business, adopted new tools, skills, business practices..." -- Nancy Beaton, Sales Associate RE/MAX "Beverly has a unique gift of bringing out the best in you." Gurdip Saluja, Real Estate Broker "... A greater awareness of where we put our efforts and time seriously improved performance (gross sales nearly doubled in one year), less attachment to the outcome, more confidence & new ways of thinking..." Jasmine Botto, Real Estate Agent "... A solid path for the breakthrough I have been looking for. My productivity has more than doubled, and income soared..." Raymond Luk, Real Estate Broker

The Millionaire Mortgage Broker

Selling with a Servant Heart: Ten Lessons on the Path to Joy and Increased Income

The Foreclosure Game

Insider Secrets You Need to Know

Everything You Need to Know to Sell Your Home Yourself and Save Thousands

The Essential Guide to Buying and Selling Homes

Guerrilla Marketing for Mortgage Brokers

**This training manual is written specifically for the residential real estate sales associate that wants to make the leap from residential real estate to commercial real estate. There is no other training manual that offers the scope of knowledge that this book contains. The information has been distilled from over 30 years in the field. The author has taught these techniques to thousands of students over the past 30 years. Many of his students have gone on to manage, own, and operate their own companies.**

**The Millionaire Loan Officer**

**Collateral Damage: Life as a Mortgage Broker**

**Ninja Selling**

**Insights from America's Top Agents and Loan Officers**

**Options for "Underwater" Homeowners and Investors**

**New York State Real Estate Exam Preparation and Success Guide**

**How to Avoid the 75 Most Costly Mistakes Every Investor Makes**