

Notes The Millionaire Real Estate Agent By Gary Keller

The Millionaire Real Estate Agent McGraw Hill Professional

This book will teach you how to:

- Achieve wealth and cash flow through real estate
- Find property with real potential
- Show you how to unlock the myths that are holding you back
- Negotiating the deal based on the numbers
- Evaluate property and purchase price
- Increase your income through proven property management tools

Adopt the investment strategy that turned a school teacher into a millionaire Millionaire Teacher shows you how to achieve financial independence through smart investing — without being a financial wizard. Author Andrew Hallam was a high school English teacher. He became a debt-free millionaire by following a few simple rules. In this book, he teaches you the financial fundamentals you need to follow in his tracks. You can spend just an hour per year on your investments, never think about the stock market's direction — and still beat most professional investors. It's not about get-rich-quick schemes or trendy investment products peddled by an ever-widening, self-serving industry; it's about your money and your future. This new second edition features updated discussion on passive investing, studies on dollar cost averaging versus lump sum investing, and a detailed segment on RoboAdvisors for Americans, Canadians, Australians, Singaporeans and British investors. Financial literacy is rarely taught in schools. Were you shortchanged by your education system? This book is your solution, teaching you the ABCs of finance to help you build wealth. Gain the financial literacy to make smart investment decisions Learn why you should invest in index funds Find out how to find the right kind of financial advisor Avoid scams and flash-in-the-pan trends Millionaire Teacher shows how to build a strong financial future today.

Want to cash in on real estate investing? A millionaire tells you how. Tips, Tricks, Foreclosures, & Flips of a Millionaire Real Estate Investor features ideas and techniques from millionaire real estate investor, Aaron Adams. Inside, he details the strategies he's repeatedly used to make money—and shows you how to do the same. Incorporating advice from Adams's mentors and experienced investors who taught him the pros and cons of investing, he details how he learned to pick an individualized strategy based on where he was living. . . so that you can do the same.

- Harness the techniques that have made Aaron Adams millions
- Discover insiders' tips on real estate investment
- Implement proven strategies with cash rewards
- Get started right away with confidence

For those with real estate investing experience, this book offers new ways to use old ideas in the contemporary market—backed by Adams's experience purchasing hundreds of properties over the years.

From two leaders of the FIRE (Financial Independence, Retire Early) movement, a bold, contrarian guide to retiring at any age, with a reproducible formula to financial independence A bull****-free guide to growing your wealth, retiring early, and living life on your own terms Kristy Shen retired with a million dollars at the age of thirty-one, and she did it without hitting a home run on the stock market, starting the next Snapchat in her garage, or investing in hot real estate. Learn how to cut down on spending without decreasing your quality of life, build a million-dollar portfolio, fortify your investments to survive bear markets and black-swan events, and use the 4 percent rule and the Yield Shield--so you can quit the rat race forever. Not everyone can become an entrepreneur or a real estate baron; the rest of us need Shen's mathematically proven approach to retire decades before sixty-five. 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.

Is the financial plan of mediocrity -- a dream-stealing, soul-sucking dogma known as "The Slowlane" your plan for creating wealth? You know how it goes; it sounds a lil something like this: "Go to school, get a good job, save 10% of your paycheck, buy a used car, cancel the movie channels, quit drinking expensive Starbucks mocha lattes, save and penny-pinch your life away, trust your life-savings to the stock market, and one day, when you are oh, say, 65 years old, you can retire rich." The mainstream financial gurus have sold you blindly down the river to a great financial gamble: You've been hoodwinked to believe that wealth can be created by recklessly trusting in the uncontrollable and unpredictable markets: the housing market, the stock market, and the job market. This impotent financial gamble dubiously promises wealth in a wheelchair -- sacrifice your adult life for a financial plan that reaps dividends in the twilight of life. Accept the Slowlane as your blueprint for wealth and your financial future will blow carelessly asunder on a sailboat of HOPE: HOPE you can find a job and keep it, HOPE the stock market doesn't tank, HOPE the economy rebounds, HOPE, HOPE, and HOPE. Do you really want HOPE to be the centerpiece for your family's financial plan? Drive the Slowlane road and you will find your life deteriorate into a miserable exhibition about what you cannot do, versus what you can. For those who don't want a lifetime subscription to "settle-for-less" and a slight chance of elderly riches, there is an alternative; an expressway to extraordinary wealth that can burn a trail to financial independence faster than any road out there. Why jobs, 401(k)s, mutual funds, and 40-years of mindless frugality will never make you rich young. Why most entrepreneurs fail and how to immediately put the odds in your favor. The real law of wealth: Leverage this and wealth has no choice but to be magnetized to you. The leading cause of poorness: Change this and you change everything. How the rich really get rich - and no, it has nothing to do with a paycheck or a 401K match. Why the guru's grand deity - compound interest - is an impotent wealth accelerator. Why the guru myth of "do what you love" will most likely keep you poor, not rich. And 250+ more poverty busting distinctions... Demand the Fastlane, an alternative road-to-wealth; one that actually ignites dreams and creates millionaires young, not old. Change lanes and find your explosive wealth accelerator. Hit the Fastlane, crack the code to wealth, and find out how to live rich for a lifetime. Finding a million dollars in your garden - every kid's dream, right? That's what me and my best friend Toby thought too. Bouncy castles at school. Sweets for our adoring fans. Wearing sunglasses indoors ('cos that's what all the millionaires do). There's a lot you can get with a million dollars . . . including a whole lot of trouble. Bonus tips on how to be a schoolyard millionaire inside!

Abridged edition. Author William Nickerson did so well with his spare-time money-making that at 42 he was able to realize the popular dream

of early retirement from the daily grind on a high income. He explains in detail how he did this in his best-selling sensation, *How I Turned \$1,000 Into Five Million*, out of his firm conviction that the age of opportunity is not dead - that even today the road to fortune still lies open to the average person.

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 Be a Real Estate Millionaire will teach you Dean Graziosi's personal strategies for turning real estate "losers" into winners. Discover the seven keys to uncovering "hidden real estate values." Learn to identify the five types of real estate markets and the right strategy for each. Take Dean's local market analysis test to determine the exact nature of your local real estate market. Receive Dean's unique formula for win-win-win real estate transactions and experience how you can make money while helping others make money, too. Let Dean share his strategies and secrets and help you become a real estate millionaire today. Read and act on Dean's advice and you too will become a real estate millionaire.

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

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.

Two mega-bestselling authors with decades of experience in teaching people how to achieve extraordinary wealth and success share their secrets. Mark Victor Hansen, cocreator of the phenomenal *Chicken Soup for the Soul* series, and Robert G. Allen, one of the world's foremost financial experts, have helped thousands of people become millionaires. Now it's your turn. Is it possible to make a million dollars in only one minute? The answer just might surprise you. *The One Minute Millionaire* is an entirely new approach, a life-changing "millionaire system" that will teach you how to: * Create wealth even when you have nothing to start with. * Overcome fears so you can take reasonable risks. * Use the power of leverage to build wealth rapidly. * Use "one minute" habits to build wealth over the long term. *The One Minute Millionaire* is a revolutionary approach to building wealth and a powerful program for self-discovery as well. Here are two books in one, fiction and nonfiction, designed to address two kinds of learning so that you can fully integrate these life-changing lessons. On the right-hand pages, you will find the fictional story of a woman who has to make a million dollars in ninety days or lose her two children forever. The left-hand pages give the practical, step-by-step nonfiction strategies and techniques that actually work in the real world. You'll find more than one hundred nuts-and-bolts "Millionaire Minutes," each one a concise and invaluable lesson with specific techniques for creating wealth.

However, the lessons here are not just about becoming a millionaire—they are about becoming an enlightened millionaire and how to ethically make, keep, and share your wealth. Whether your goal is less than a million dollars or that amount many times over, there's never been a better time to achieve abundance. Let *The One Minute Millionaire* show you the way.

The Millionaire Real Estate Mindset: Mastering the Mental Skills to Build Your Fortune in Real Estate There are scores of books on real estate investing on the market today, and most give sound information and helpful advice. Yet few people have become wealthy. In *The Millionaire Real Estate Mindset*, Russ Whitney asks, "Why isn't everyone rich?" and perhaps more important, "Why aren't you rich?" What is missing in most people's real estate strategy, Whitney says, is the millionaire real estate mindset. And, in this book, he tells readers exactly how to develop one. Whitney explains how you can break free of the fears that hold so many people back. A key part of succeeding in real estate, Whitney claims, is a willingness to spend time educating yourself about the various techniques, options, insights, and possibilities it entails. Other professions and trades require years of education and practice before you can hope to generate significant income. Building wealth in real estate requires similar focus and dedication. He provides specific investing strategies that can work in virtually any market, whether you have cash to start, or not. Once you have a few successes under your belt, he encourages investors to move up to larger deals. He explains the complexities of raw land investing and development as well as international real estate investing. He examines a variety of funding techniques, from no-money-down to syndications to make the wisest use of your cash. Whitney candidly discusses what can go wrong and how to anticipate and address unpleasant surprises. From invaluable insights into personal motivation, to advice on improving one's communication skills, strengthening relationships, and building personal financial strategies, Whitney helps readers overcome feelings of insecurity about investing and move into the market with certainty and self-assurance. With its unique focus on the psychological aspects of investing—an ingredient missing from other how-to real-estate investment guides—*The Millionaire Real Estate Mindset* will enable readers to break through the "poverty" mentality, take advantage of the booming real estate market, and join the ranks of the rich and superrich.

Is the millionaire next door still out there today? The latest research from Dr. Thomas J. Stanley and his daughter, Dr. Sarah Stanley Fallaw, confirms that, yes, the millionaire next door is alive and well. And he's achieving his financial objectives much the same way he always has: by living below his means, being a contrarian in a maelstrom of hyper-consumption, and being disciplined in reaching his financial goals. The book examines wealth in America 20 years after Dr. Stanley's groundbreaking work on self-made affluence. While a new generation of household financial managers are being inundated with the proliferation financial advice, *The Next Millionaire Next Door* provides readers with an analysis of what it takes to achieve wealth with data-based conclusions and evidence from those who have built wealth on their own over the last two decades. In this current work, the authors detail how specific decisions, behaviors, and characteristics align with the discipline of wealth building, covering areas such as consumption, budgeting, careers, investing, and financial management in general. Through case studies, survey research, and a careful examination of quantitative studies of wealth, the authors illustrate what it takes to achieve financial success today, regardless of market conditions or rising costs.

This book is a compilation of notes from *Millionaire 300*. Therefore it is not grammatically correct.

How do the rich get rich? An updated edition of the "remarkable" New York Times bestseller, based on two decades of research (*The Washington Post*). Most of the truly wealthy in the United States don't live in Beverly Hills or on Park Avenue. They live next door. America's wealthy seldom get that way through an inheritance or an advanced degree. They bargain-shop for used cars, raise children who don't

realize how rich their families are, and reject a lifestyle of flashy exhibitionism and competitive spending. In fact, the glamorous people many of us think of as "rich" are actually a tiny minority of America's truly wealthy citizens—and behave quite differently than the majority. At the time of its first publication, *The Millionaire Next Door* was a groundbreaking examination of America's rich—exposing for the first time the seven common qualities that appear over and over among this exclusive demographic. This edition includes a new foreword by Dr. Thomas J. Stanley—updating the original content in the context of the financial crash and the twenty-first century. "Their surprising results reveal fundamental qualities of this group that are diametrically opposed to today's earn-and-consume culture." —Library Journal

Financial freedom with property investment isn't about owning 100 doors. You want a fun life, not a frantic one! You just need a few quality houses, a couple hours a week, and a comfy armchair. When you're working a 9-5 and buying property for passive income, risky and overwhelming opportunities can lead to big financial losses and bigger regrets. Real estate should fund your life, not run your life! In *Armchair Real Estate Millionaire*, investor realtor Michael Dominguez provides the roadmap to crafting a portfolio of quality investment properties for positive cash flow. Filled with expert wisdom and a straightforward approach, this is your simple guide to property investment that creates consistent and sustainable wealth and savvy retirement planning—without taking over your life. You're about to learn: A predictable property-buying framework that can boost you to millionaire status in just 10 years. How to compile a power team of professionals to maximize your investment potential. A formula to find the best tenants for you and your houses. Tips to increase the resale value of a home with simple upgrades. Case studies, insider tips, and lessons from other risk-adverse investors—and much more! With the right strategies, buying and selling real estate can be a low-risk, high-reward side hustle that can make you a millionaire—without costing you time or sanity. Get *Armchair Real Estate Millionaire* and uncover the secrets to joining the Triple Crown Club today!

Thinking about becoming a commercial real estate investor? *Commercial Real Estate Investing For Dummies* covers the entire process, offering practical advice on negotiation and closing win-win deals and maximizing profit. From office buildings to shopping centers to apartment buildings, it helps you pick the right properties at the right time for the right price. Yes, there is a fun and easy way to break into commercial real estate, and this is it. This comprehensive handbook has it all. You'll learn how to find great properties, size up sellers, finance your investments, protect your assets, and increase your property's value. You'll discover the upsides and downsides of the various types of investments, learn the five biggest myths of commercial real estate investment, find out how to recession-proof your investment portfolio, and more. Discover how to: Get leads on commercial property investments Determine what a property is worth Find the right financing for you Handle inspections and fix problems Make big money in land development Manage your properties or hire a pro Exploit the tax advantages of commercial real estate Find out what offer a seller really-really wants Perform due diligence before you make a deal Raise capital by forming partnerships Investing in commercial property can make you rich in any economy. Get *Commercial Real Estate For Dummies*, and find out how.

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 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 adopt your clients and ensure you have income for years to come. NEW EDITION--REVISED AND UPDATED with all-new chapters on productivity! Legendary business coach and entrepreneur Dean Graziosi takes you from where you are in life to where you want to be, using simple tools to reshape daily routines and open new doors to prosperity—whether you're a fellow entrepreneur, an employee or executive, or a new grad in your first job. *Millionaire Success Habits* is a book designed with one purpose in mind: to take you from where you are in life to where you want to be in life by incorporating easy-to-implement "Success Habits" into your daily routine. Legendary business coach Dean Graziosi has broken down the walls of complexity around success and created simple success recipes that you can quickly put to use in your life to reach the level of wealth and abundance you desire. This book is not about adding more time to your day. It is about replacing those things that are not serving your future with success habits designed specifically to assist you on your journey to a better you. In these pages, you'll: • Drill down deep to identify your "why"—the true purpose that drives you and the real reason you want to prosper • Expose and overcome the "villain within" that's holding you back • Unlock the single biggest secret to being productive (it's probably not what you think) • Believe in your own massive potential—so you can make it a reality • Use Dean's 30-day Better Life Challenge to catapult you into your new life Now updated with brand-new chapters on productivity and mastering the art of achievement, *Millionaire Success Habits* gives you the tools you need to radically reshape your daily routine and open new doors to prosperity.

Teaches the author's strategies for creating wealth in real estate, including seven keys to identify hidden market values, the five types of real estate markets, and how to approach each one.

USA TODAY BESTSELLER Take HOLD of your financial future! Learn how to obtain financial freedom through real estate. The 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.

"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.

America's real estate market remained robust even during the recession of 2001-2002, and demand is expected to increase. Research reveals that consumers are jumping on the real estate bandwagon like never before, both as investors and as homebuyers. The secrets in this book show how to make it happen.

By harnessing new, easy-to-use technologies that help them find customers around the world, everyday people are starting meaningful businesses that offer a high-paying alternative to a corporate career. In this updated edition, will learn tactics from real people who are earning \$1 million a year on their own terms.

• 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 distract you and stress you out. The simultaneous demands of work and family are taking a toll. And what's the cost? Second-rate work, missed deadlines, smaller paychecks, fewer promotions--and lots of stress. AND YOU WANT MORE. You want more productivity from your work. More income for a better lifestyle. You want more satisfaction from life, and more time for yourself, your family, and your friends. NOW YOU CAN HAVE BOTH — LESS AND MORE. In The ONE Thing, you'll learn to * cut through the clutter * achieve better results in less time * build momentum toward your goal* dial down the stress * overcome that overwhelmed feeling * revive your energy * stay on track * master what matters to you The ONE Thing delivers extraordinary results in every area of your life--work, personal, family, and spiritual. WHAT'S YOUR ONE THING?

Although we have been successful in our careers, they have not turned out quite as we expected. We both have changed positions several times-for all the right reasons-but there are no pension plans vesting on our behalf. Our retirement funds are growing only through our individual contributions. Michael and I have a wonderful marriage with three great children. As I write this, two are in college and one is just beginning high school. We have spent a fortune making sure our children have received the best education available. One day in 1996, one of my children came home disillusioned with school. He was bored and tired of studying. "Why should I put time into studying subjects I will never use in real life?" he protested. Without thinking, I responded, "Because if you don't get good grades, you won't get into college." "Regardless of whether I go to college," he replied, "I'm going to be rich."

The must-read summary of Dean Graziosi's book: "Be a Real Estate Millionaire". This complete summary of the ideas from Dean Graziosi's book "Be a Real Estate Millionaire" shows how easy it can be to make money through real estate! The experienced author provides his own techniques for finding the hidden value of real estate and the key to understanding the market cycle. If you follow his advice on minimising risk and maximising profit, there'll be nothing standing in your way to becoming a real estate millionaire. Added-value of this summary: • Save time • Understand the key techniques and strategies • Increase your market knowlegde To learn more, read the summary of "Be a Real Estate Millionaire" and found out how you can make the first steps towards making your real estate fortune.

Becoming a Millionaire in Real Estate acts as a guru for you while you set out to make money in the real estate market. You're at the right place if you need to make big bucks without waiting for huge capital This book not only helps you in navigating the world of real estate, but will shape your entire mindset of financing and earning capitals from scratch. It introduces you to the low-risk, high-yield real estate investment machine that will bring in fast cash and big profits. By mastering the techniques given in this book, you can multiply your wealth and minimize your risks of failure and loss. Most importantly, this book will be just the source you need in order to build and maintain a strong investment portfolio. The best part is: This little informational key here, if used correctly, will take you to a door which will make you go from broke to millions! You heard this right; the pages below contain expert analysis and tips of building a mountain of dollars, even when you have no money to start with.

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 Learn to harness the power of paper with this introduction the note investing business! Read the author's story of his investing journey; first as a Realtor, then a rehabber, then an investor, commercial real estate fundraiser, and finally as a note fund founder and manager. Dave Van Horn has done it all and details his wins and mistakes along the way. Learn first-hand how the concept of note investing in some way, shape, or form has helped to build the author's portfolio and investing habits, while also taking him to the next stage of the game. Walk away from the book with the realization that everyone is in the note business (whether it's through a mortgage, a credit card, car loan, etc.) and that it pays big time to get from the side of the borrower to the side of the note owner. By doing so, one can improve their real estate business, diversify or add to their investment portfolio, and even gain true financial freedom.

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

"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

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.

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