

Shift How Top Real Estate Agents Tackle Tough Times

Start building your real estate fortune today! Gary Keller reveals all the secrets Two books in one comprehensive ebook package! "Gary Keller knows the beauty of a simple path to a spectacular goal!" —Mark Victor Hansen, co-creator, #1 New York Times bestselling series Chicken Soup for the Soul, and co-author, The One Minute Manager Keller Williams has grown into one of North America's largest real estate firm—and it continues to grow even during one of the worst markets in history. In Millionaire Real Estate Agent—Success in Good Times and Bad, co-founder and Chairman of the Board Gary Keller shares the methods has taught to hundreds of thousands of successful agents. This two-in-one ebook package gives you the knowledge and skills you need to take your career and success to the next step. Millionaire Real Estate Agent—Success in Good Times and Bad contains: The Millionaire Real Estate Agent In order to make it big in real estate, you have to learn the fundamental models that drive the best agents in the industry. In The Millionaire Real Estate Agent, Gary Keller applies his lifetime spent in the business to give you the knowledge and skills you need succeed. This unparalleled guide reveals: Three key concepts that drive mega-agent production Essential economic, budgetary, and organizational models The secrets to how millionaire real estate agents think How you can get on the million-dollar-a-year real estate career path SHIFT More than 1,000,000 copies sold! Markets shift, and you can, too. Sometimes you'll shift in response to a falling market, and other times you'll shift to take your business to the next level. Both can transform your business and your life. You can change your thinking, your focus, your actions, and, ultimately, your results to get back in the game and ahead of the competition. SHIFT offers twelve proven strategies for achieving success in any real estate market, including: Short sales, foreclosures, and REOs Overcoming buyer reluctance Expense management Lead generation Creative financing

This book is a game changer to help you & your realtor get speedy results. If you're about to put your home up for sale OR it's been stuck for too many ?Days On Market? (DOM), help is here. You'll shift the usual STRESS & DREAD to ease & excitement! Whether you're selling WILLINGLY (upsized, downsized) or FORCED to sell due to external circumstances (death, divorce, relocation, illness, financial), this practical guide offers a unique approach. Kate will guide you to align heart & home, thus ensuring you're ready to accept your first Offer to Purchase with speed & ease. Avoid SABOTAGING the effortless sale of your home. When you have CLARITY about selling, your home will be sold. Embrace the psychology of CLOSURE and LETTING GO. _Understand the LEGACY of family clutter. Make empowered decisions on CLEARING SENTIMENTAL STUFF. Speak directly to the MINDSET of your ideal buyer. _Never underestimate the DISASTROUS IMPACT of clutter. Never hear the words ?I just didn't like the FEEL? of it.

Presents instructions on using MySQL, covering such topics as installation, querying, user management, security, and backups and recovery.

The Dominate Real Estate book is a practical step-by-step guide to help real estate professionals nationwide find wealth and happiness. The author, James Tyler, focuses on overcoming the challenges of business development, marketing, and sales to help build a profitable and scalable real estate business and eventually, an enjoyable lifestyle.

- 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?

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

estate agents, teams, brokerages and franchise owners, The High-Performing Real Estate Team is an indispensable resource that will guide you toward growth while providing you with the resources and downloadable materials to reach your goals faster.

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

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

Make your fortune in the real estate business With home prices jumping nationwide, the real estate market is clearly starting to show stabilization. In the latest edition of *Success as a Real Estate Agent For Dummies*, expert author Dirk Zeller shows you how to become a top-performing agent. Whether it's lead generation via blogging or social media channels, you'll discover key ways to communicate and prospect in a new online world. Inside, you'll find the latest

coverage on being successful selling high-value homes, how to sell short sales to buyers without scaring them off, dealing with residential and commercial real estate, how to use third parties to drive leads and create exposure like Trulia, Realtor.com, and Zillow, and much more. Features tips and tricks for working with buyers Includes must-haves for successful real estate agents Offers tried-and-true tactics and fresh ideas for finding more projects Gives you the skills to close more deals Whether you're looking to rev up your real estate business, deciding whether to specialize in commercial or residential real estate, or just interested in fine-tuning your skills, *Success as a Real Estate Agent For Dummies* has you covered.

FLIP, the third book in the National Bestselling Millionaire Real Estate Series (More than 500,000 copies sold!) FLIP provides a detailed, step-by-step process to analyze each investment, identify the best improvements, accurately estimate the costs and intelligently oversee the construction. It takes out all the guess work and almost all of the risk. Here's what industry experts are saying about FLIP: "Read this book before you flip that house! FLIP is an indispensable step-by-step guide to flipping houses that you will refer to again and again." -Carlos Ortiz, Executive Producer, "FLIP That House" (TLC's most popular real estate TV show) "At HomeVestors, we're in the business of buying and selling homes for profit and I can attest that there are few, if any, who can rival Rick's and Clay's expertise when it comes to fixing up houses for profit. This book is a must-read for any investor." -Dr. John Hayes, President and CEO of HomeVestors of America (the largest homebuyer in America) "FLIP is a must-read book for everyone in the real estate business. Every agent should have this book. They should read it and master its contents. Why? Because it is the best guide ever written on how to evaluate real estate and how to add value to a house." -Gary Keller, Founder and Chairman of the Board of Keller Williams Realty International and author of bestselling *The Millionaire Real Estate Agent* and *The Millionaire Real Estate Investor* "For anyone looking to build wealth in real estate, FLIP provides a step-by-step approach that really works in any market." -Loral Langemeier, bestselling author of *The Millionaire Maker* FLIP extends the national bestselling Millionaire Real Estate series with a step-by-step guide that is quickly becoming "the model" for successfully finding, fixing and selling investment properties for profit. Based on their involvement in over a 1,000 flips, Rick Villani and Clay Davis walk you through the proven five-stage model for successfully flipping a house: FIND: How to select ideal neighborhoods, attract sellers, and find houses with investment potential ANALYZE: Identify which improvements to make and analyze the profit potential of any house BUY: How to arrange financing, present the offer, and close on the purchase FIX: A 50-step, easy-to-follow plan for fixing up houses that keeps you on time, in budget and assures top quality SELL: How to add finishing touches to quickly sell for maximum profit Woven through the book is an entertaining narrative that follows the flipping adventures of Samantha, Ed, Bill, Nancy, Amy and Mitch as they find, buy, fix and sell

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

All real estate agents share one thing in common: we're all striving to get to the NEXT LEVEL of personal and professional success. We want to take our lives, our businesses, and our selves to the next level. What if you could get there, faster than you ever thought possible, by simply changing how you start your day? The Miracle Morning for Real Estate Agents beautifully blends strategy and inspiration in an enlightening parable from the bestselling authors of The Miracle Morning, (7L) The Seven Levels of Communication, and The New Rise in Real Estate. This book takes you on a journey into the lives of real estate agent Rick Masters and mortgage professional Michelle Phillips. Rick and Michelle face new challenges as the demands of their industry have left them stressed, overweight, and unfulfilled. Something has to change. They attend an event and meet other agents who have transformed their lives. Although Michelle is optimistic, Rick is skeptical. Little does Rick know, there really is a not-so-obvious secret that will transform your life in just 30 days. Discover it for yourself as you join Rick and Michelle on their life-changing journey. You'll learn how 30 days from today YOUR life and business can be everything you've always dreamed. It's your time to rise and shine!

In Real Estate Titans, Erez Cohen shares the advice and learnings of the world's leading real estate experts to create a guide for becoming a savvier real estate player. Cohen draws on his experience as a research and teacher's assistant at Wharton Business School with an investment expert—and his mentor—Dr. Peter Linneman. Throughout his career, Cohen has collected first-hand knowledge from meetings with such real estate titans as Ronald Terwilliger, Sam Zell, Joseph Sitt, and numerous others. Cohen wanted to understand how these real estate giants became so successful, so he refined his quest into three critical questions: What inspires these titans to work so hard and reach such extraordinary levels of success? What are the main elements and traits inside of them that propel them to be so grandiose? How have these individuals, who had less resources, succeeded on a much bigger scale than so many of their competitors? Real Estate Titans contains the 7 key lessons distilled from interviews with several of the world's greatest real estate investors. These critical lessons offer insight into the mindset, tactics, and habits that each of the interviewed titans possess. Once you implement these key ideas—which you won't find anywhere else—into your business, it will grow exponentially within a matter of months. Real Estate Titans offers an insider's view into several of the most successful investors on the planet. The book's compelling stories and lessons show why real estate is such a wonderful and important business, and it also offers a roadmap for becoming a world class real estate player.

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.

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

Where does business come from? That's the question every real estate agent asks but few have a truthful answer for. In an industry constantly selling the "easy button" and overrun with shiny widgets, agents are pulled in multiple directions at once, each promising that if they "just do this," their dreams of success and fortune will come true. After 20 years in the business, thousands of home sales, and hundreds of thousands of coaching calls, Tim and Julie Harris tell the hard truths about what it really takes to make it in real estate. The new, revised edition of *Harris Rules* outlines specific, actionable, and proven rules of engagement that any agent—rookie or veteran—can count on as they pursue their real-estate funded goals and dreams. *Harris Rules* lays the groundwork, beginning with how agents need to think about the business. Moving them forward with a step-by-step action plan, Tim and Julie show agents how to create longevity by scaling the business and then teach them how to monetize it. In this book, you'll learn: - How to control your mindset to get more things done, even when you don't "feel" like it - The ideal schedule of a top-producing agent and how to focus it on what matters, profit - Why you can't rely on only one method of generating leads - How to use the proven Seven-Step Listing Process to win the listing virtually every time - How to really achieve financial freedom With all-new case studies, resources, and Q&As for the highly motivated agent, *Harris Rules* covers tricky topics with much-needed frankness:

making a profit, why having a team isn't the "golden calf," gaining multiple lead sources (that you don't have to pay for!), focusing on listings, and the fact that repetitious boredom does pay off. Tim and Julie will tell you the truth: Harris Rules is the savvy agent's all-inclusive, no-BS guide to succeed in real estate.

SHIFT: How Top Real Estate Agents Tackle Tough Times McGraw Hill Professional

NEW YORK TIMES BESTSELLER WALL STREET JOURNAL BUSINESS BESTSELLER USA TODAY MONEY BESTSELLER "Tough times make or break people. My friend Gary teaches you how to make the tragic into magic. Read & reap from this great book." --Mark Victor Hansen, Co-creator, #1 New York Times best selling series Chicken Soup for the Soul Co-author, Cracking the Millionaire Code, The One Minute Millionaire, and Cash in a Flash. Author, Richest Kids in America "Real estate buyers and sellers have to SHIFT their mindset to new and more creative strategies in this challenging real estate market. This book shows them excellent ways to survive and thrive." --Robert Allen, author of the New York Times bestsellers Nothing Down, Creating Wealth, Multiple Streams of Income and The One Minute Millionaire. "Change happens. It's natural. It's ever present. It's reoccurring. So when markets shift you need to as well. No one explains this better in the real estate industry than my good friend Gary Keller and his team of talented co-authors. Their latest book, SHIFT, is perfect for all real estate professionals. It captures the very essence of a shifting housing market and what Realtors need to do to thrive therein. SHIFT will help you alter your focus and your actions to ensure that you get your head back in the game and increase your market share, irrespective of strong or weak market conditions. It's a great book – read it today." --Stefan Swanepoel, author of Swanepoel TRENDS Report, 2006-2009 "Need help weathering the storm in today's real estate market? If so, reach for Gary Keller's new book, Shift-- it's the lifesaver you need today to thrive tomorrow. Shift is rich in easy-to-understand strategies, charts, and illustrations that show you exactly what you need to do to thrive in today's very challenging and 'shifted' real estate market." --Bernice Ross, Inman News The Millionaire Real Estate Series More than 1,000,000 copies sold! SHIFTS happen... Markets shift, and you can too. Sometimes you'll shift in response to a falling market, and other times you'll shift to take your business to the next level. Both can transform your business and your life. You can change your thinking, your focus, your actions, and, ultimately, your results to get back in the game and ahead of the competition. The tactics that jump-start your business in tough times will power it forward in good times. No matter the market-shift! SHIFT explores twelve proven strategies for achieving success in any real estate market, including Master the Market of the Moment: Short Sales, Foreclosures, and REOs Create Urgency: Overcoming Buyer Reluctance Re-Margin Your Business: Expense Management Find the Motivated: Lead Generation Expand the Options: Creative Financing "This is it-golden lessons on getting to the top as a real estate agent and staying there!" -John Robinson, founder of PassionQuest Technologies LLC, No. 1 best-selling author and master business coach "A lot of sound advice and a lot of laughs." -Chuck Lamb, past president, California Association of Realtors Top-producing real estate broker and award-winning humorist Cathy Turney shows real estate sales people how to reliably achieve and sustain a six-figure income in this laugh-out-loud exposé and how-to book about the real estate sales business. As managing partner at Better Homes Realty in the San Francisco Bay Area, Cathy has seen it all in her 25-plus-year real estate career and ranks in the top 10 percent of all real estate agents in sales production nationally. Whether you are a newly licensed real estate agent, an experienced pro, or someone who wants to learn what Realtors do all day and many nights, you will find this book adds greatly to your success and ability to smile! "Laugh Your Way to Real Estate Sales Success raises the bar for others of its kind. Top-notch success tips, practical solutions to challenges, and how to consistently make money in a field that tests one's perseverance-all are delivered

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with wit and candor." -Judd McIlvain, Emmy Award-winning TV and radio consumer reporter Bonus! Inside this book you will find a link to three valuable perks: 1. "Inspire Me" weekly text messages about real estate sales and marketing to keep you on track and smiling! 2. A sample of Cathy's highly successful real estate prospecting newsletter with pointers on what to include, why to include it, where to find the information, and how to distribute it. 3. Coaching in Cathy's monthly conference call forum - FREE! Order a copy of this book now and take your sales and smiles to a whole new level.

The Active Duty Passive Income team brings you the Second Edition of the #1 bestselling book, Military House Hacking. You will get an in-depth look at multiple strategies that will allow you, the veteran, active duty service member or military spouse, to successfully pursue your dreams through earning enough monthly passive income to live financially free. Included in the new edition are the most recent VA Loan updates, how to repair, maintain and build your credit, how to create a solid financial foundation and more. This book was created with you in mind - to start a spark - to create an epiphany moment that says if we can do it while on active duty, retired or separated, so can you! Implementing what you learn here will have you one foot in the door to real estate investing as you relocate from one duty station to the next or even after service. This book does not prescribe a get rich quick method; it is a condensed guide to demonstrate a path well-followed by many military members. Please enjoy reading Military House Hacking, take time to reflect on how you can employ some of the military-specific strategies, then connect with the ADPI team. Whether you need education, accountability, lending options, credit help, tax consultation, asset protection, or to connect with a military real estate agent, we have the resources and are here to serve our brothers- and sisters-in-arms.

From the creator of the popular website Ask a Manager and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called "the Dear Abby of the work world." Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit "reply all" • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for Ask a Manager "A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work."—Booklist (starred review) "The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience."—Library Journal (starred review) "I am a huge fan of Alison Green's Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor."—Robert Sutton, Stanford professor and author of The No Asshole Rule and The Asshole Survival Guide "Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way."—Erin Lowry, author of Broke Millennial: Stop Scraping By and Get Your Financial Life Together

Data Doesn't Lie: Figure Your Success From The Facts Fact: Demographics determine the direction of our country and they certainly determine the direction of your business. The numbers aren't going anywhere; our population will continue to grow and change. You can

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either choose to ignore the numbers, a detriment to your business, or you can learn to understand the numbers. As a leader, it is key to collect the necessary data to spot prevailing trends, not only to make the best possible decisions but also to know what to anticipate with customers for years to come. In *Big Shifts Ahead*, John Burns and Chris Porter are sharing their expertise in research analysis and consulting so that you may learn strategies to: Plan your business better. Support your decisions with facts. Clarify the confusion with the groupings used in this book."

Prior to the real-estate boom of the 1980s, Francis J. Greenburger risked it all to buy three older loft buildings at 50 West Street near the current 9/11 Memorial. He ultimately dreamed of one day erecting a magnificent skyscraper in their place. But disaster struck in 2008, just as his plans were coming together, and development came to a screeching halt. The global financial crisis had made the land practically worthless and it would be years before he could get back on track, but he refused to give up on his dream. Today, 50 West is a striking 780-foot skyscraper with curved glass windows that has become an iconic feature on the city skyline—but it took much more than a financial investment to get there. It required Greenburger to do what he does best—take huge risks at every turn. During his parallel careers, Francis J. Greenburger has made publishing and real-estate history. Whether risking the reputation of his agency for the super-star authors of tomorrow, such as James Patterson to Dan Brown, or pioneering the New York co-op market by taking "hopeless" properties and turning them into prized homes, he has successfully navigated the worlds of business, politics, and social change to become the quintessential American entrepreneur. A math and business prodigy who started working for his father at the age of 12. After a stop-and-start academic career, he voluntarily left one of the most elite and academically distinguished New York City high schools and started his adult life at 15. Greenburger has made it his life's work to find value where others never thought to look, and his keen instincts and innovative strategies have taken him from a high-school "dropout" to a well-educated self-made billionaire. Francis has mastered the "risk game." Now, with Rebecca Paley's gripping prose, he takes us behind the scenes in *Risk Game* and reveals firsthand how he has become a self-made force in the competitive world of New York real estate—and a champion for nonprofit organizations in the fields of art, education, and, most recently, social and criminal justice.

"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.

Now in its 40th year, *Emerging Trends in Real Estate* is one of the most highly regarded and widely read forecast reports in the real estate

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industry. This updated edition provides an outlook on real estate investment and development trends, real estate finance and capital markets, trends by property sector and metropolitan area, and other real estate issues around the globe. Comprehensive and invaluable, the book is based on interviews with leading industry experts and also covers what's happening in multifamily, retail, office, industrial, and hotel development.

If you are a real estate agent and would like be more of a listing agent than a buyers agent, this is the book for you. Ricky has sold over 100 properties per year as a single agent consistently for years. This easy-to-read book will show you to way to not only thrive off of listings, but also prepare you for the next (and every) market downturn.

The Top 1% Life helps real estate agents leave their “overworked underachiever” concept behind. Kathleen Black, one of North America’s leading real estate coaches, has worked with thousands of agents and hundreds of teams to solve this problem. After transforming 80% of her clients into top 1% producers, her tried, tested, and true KBCC Ultimate Expansion Strategy shown within The Top 1% Life helps real estate agents: Make it home in time for dinner Spend their nights and weekends with their children, spouse, and loved ones Find some help that actually makes a difference Get their business organized and self-sufficient so everything doesn't depend on them Quit being on call 24/7 Take an actual vacation – without their phone

Are you ready to discover your WHAT—that is, the 1 amazing thing you were born to do? Would you like to powerfully impact both those who share this lifetime with you and those of lifetimes to come? In What Is Your WHAT? author Steve Olsher reveals his proven process that has helped thousands answer YES to these life-changing questions and cultivate a life of purpose, conviction, and contribution by identifying and creating a plan of action for bringing the 1 thing they were born to do to fruition. It is a timely, step-by-step guide that will guide you towards making both a fortune and a difference sharing your unique gift with the world.

Features inspiring stories of trial, tribulation, and triumph, as well as examples of 17 public figures, such as Guy Kawasaki, Chris Brogan, and Jack Canfield who have made the critical shift from pursuing commodity-driven opportunities to honoring their singular blueprint Author Steve Olsher is a 25+ year entrepreneur, creator/founder of The Reinvention Workshop, and award-winning author of Internet Prophets: The World’s Leading Experts Reveal How to Profit Online Steve’s singular approach to realizing permanent, positive change blends proprietary methods with ancient wisdom and revolutionary lessons from modern thought leaders. Leverage this proven system to discover your WHAT and realize ultimate achievement in business and life.

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.

Take charge of your career and learn what it takes to truly become a Mega-Producer real estate agent - in just five years! In this book Bob Herd has compiled his 31 years of knowledge and experience in the real estate industry along with personal interviews from four mega-producing agents to offer you first-hand advice on what it takes to sell \$30M to \$120M of residential real estate a year. Whether you are new to the real estate business or an experienced agent that wants to take your career to a much higher level - Bob Herd gives you a working blueprint that will help guide you through a career you may have never dreamed possible. "This superbly succinct and incisive book couldn't be more timely or urgent." —Michael Sorkin, author of All Over the Map Our cities are changing. Around the world, more and more money is being invested in buildings and land. Real estate is now a \$217 trillion dollar industry, worth thirty-six times the value of all the gold ever mined. It forms sixty percent of global assets, and one of the most powerful people in the world—the president of the United States—made his name as a landlord and developer. Samuel Stein shows that this explosive transformation of urban life and politics has been driven not only by the tastes of wealthy newcomers, but by the state-driven process of urban planning. Planning agencies provide a unique window into the ways the state uses and is used by capital, and the means by which urban renovations are translated into rising real estate values and rising rents. Capital City explains the role of planners in the real estate state, as well as the remarkable power of planning to reclaim urban life.

#1 Best-Seller on Amazon! According to recent surveys the average real estate agent makes less than \$10,000 a year and close to 90% of new agents will not last more than two years in the business. Fewer than 10% of agents will make over \$100,000 and the majority that do have been in the business for decades. The average real estate agent sells 12 homes a year and for agents that are just starting out that number is less than four. In 2012 Dan Lesniak used a unique strategy to upend the industry trends. In his first year in real estate Dan had over 36 transactions totaling over \$22 million in sold volume, making him one of the most successful rookie real estate agents ever on his way to taking over one of the most competitive market areas in the country, that had previously been dominated by agents with over 10 years experience. In The HyperLocal, Hyper Fast Real Estate Agent, Dan tells how he used the Segmentation, Targeting and Positioning (STP) framework to identify potential markets, choose which ones to go after and how to add massive value to the consumers in that market. This book will teach you how to use the STP framework to enter new markets or increase market share in your existing markets by adding more value to your potential clients and communicating your value proposition to the market. Whether you are a new agent getting started or a veteran agent looking for more growth this book will show you how to do it using examples of how Dan did it in the hyper competitive Arlington, VA (Greater Washington DC) market. What Other Industry Leaders Have Said About the Book "I have been coaching realtors for 22 years. Dan

is the best business man who sells real estate that I've ever seen. He has great systems, structures, and processes. That is what separates him from the rest!" -Rick Ruby - Core Head Coach One of my favorite sayings is "follow the yellow brick road." In this book, Dan clearly lays out the path to the Emerald City, avoiding all the dangers of creating your own way. In Dan's first year, he closed over \$22 million in sales, a feat matched by only the tiniest fraction of real estate agents-regardless of experience. If you are looking for a step-by-step plan from someone who has done it, this is the book for you! -Pam O'Bryant, Chief Engagement Officer for Keller Williams Capital Properties, Contributor to Gary Keller's The Millionaire Real Estate Agent book There is no greater opportunity right now in the real estate industry than there is in the expansion market. This will require you to grow in your existing market and know how to expand in new ones. This book is a great example of how to rapidly expand in any market and is a must read for expansion team leaders. -Noah Ostroff, Chief Executive Officer of Global Living and Top Selling Keller Williams Agent Dan Lesniak is the real deal. He runs the most profitable real estate team I know of, hands down. If you want to compress time to achieve your goals, listen to this guy and take action now! -Jeff Latham, President of Latham Realty Unlimited with 275 homes sold annually Dan and I first met when he was just getting started in the business, and I have been blown away at how he was able to grow his brand so rapidly in a very competitive market. Dan's creative approach and tenacity has served him well, and he is a great example of how to commit and succeed as a young real estate agent. -Thad Wise, Senior Vice President with First Savings Mortgage Corporation and \$100 Million Loan Officer Dan Lesniak is by far one of the brightest and highest-skilled real estate agents I have had the pleasure of working with; his strategies for his clients are brilliant! Dan has succeeded in one of the most competitive markets in the country, while also growing his brokerage and giving back to the community. -Elysia Stobbe, Real Estate RockStar and #1 Best Selling Author of How To Get Approved for the Best Mortgage Without Sticking a Fork in Your Eye Can you imagine receiving a referral each and every day? Neither could real estate agent Rick Masters. (7L) The Seven Levels of Communication tells the entertaining and educational story of Rick Masters, who is suffering from a down economy when he meets a mortgage professional who has built a successful business without advertising or personal promotion. Skeptical, he agrees to accompany her to a conference to learn more about her mysterious methods. Rick soon learns that the rewards for implementing these strategies are far greater than he had ever imagined. In seeking success, he finds significance. This heartwarming tale of Rick's trials and triumphs describes the exact strategies that helped him evolve from the Ego Era to the Generosity Generation. This book is about so much more than referrals. This is about building a business that not only feeds your family, but also feeds your soul.

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.

Maloof has built a stellar career by farming for-sale-by-owner listings. He made six figures his first year as a real estate agent using his prospecting plan. Now, he shows other agents how they can do the same.

The advent of technology has called into question the future role of real estate agents and mortgage loan originators. Well funded tech firms are attempting to disrupt and relegate the role of agent and lender in a similar fashion to the once prominent travel agent. People are more comfortable than ever integrated technology into all aspects of their lives. Efficiency, speed, and personalization are what consumers demand today and technology is enabling it. Are you adapting to remain relevant?

Guides prospective first-time homeowners on the process of buying a house, covering topics such as hiring an agent, financing a mortgage, and managing a closing.

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

Do you know how you'll fund your retirement? It's true that most people won't have nearly enough money to last them for the long run.-Prepare for the climb to retirement using real estate investing-Learn the benefits of real estate investing-Differentiate the potential routes to build wealthBut after you can retire...then what?-Learn how to use real estate income and equity to live in retirement!-Read real-life profiles of investors who used real estate to retire-Put your retirement plan into action!Written by a seasoned real estate investor, landlord, and retiree, this book exposes the biggest benefit of retirement: Continue to make passive income while doing MORE with your life!

In this must read book, Joe Sesso shares the top tips and secrets of real estate giants from the webinar series *Secrets of Top Selling Agents*. Barbara Corcoran, Dave Liniger, Gary Keller, Chris Smith, and others tell you exactly what you need to do to be a top selling agent! Each chapter includes advice and tips from a different real estate superstar. In the *Secrets of Top Selling Agents* you will learn how: Barbara Corcoran turned her real estate business into an international brand. A devastating illness forced Dave Liniger to rethink his life and change his perspective on the business. Gary Keller and Jay Papasan focus on the one thing to achieve success. Katie Lance leverages social media to bring the real estate industry into the twenty-first century. Chris Smith discovered how you can increase your GCI by 50 percent. Jay Baer created the concept of "youtility." Jimmy Mackin manages multitasking and reaching the elusive "Inbox Zero." Other real estate professionals have adapted to today's challenges. These titans of the industry will change the way you approach your real estate business.

Access Free Shift How Top Real Estate Agents Tackle Tough Times

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