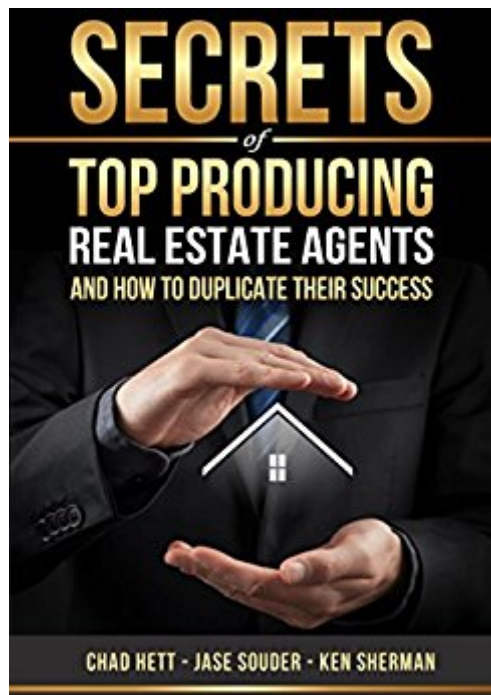




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Secrets Of Top Producing Real Estate Agents: And How To Duplicate Their Success



Synopsis

A CEO, a Sales Coach, and an Authority Marketing Consultant pull back the curtain on over 400,000 transactions and share what it takes to be a successful real estate agent. Inside this book, you'll get their secret view of what makes most agents fail, and how to avoid it. You'll also learn what it takes to achieve and excel as a real estate professional from two people who have a unique view of the real estate world: Chad Hett, the CEO of the largest privately held home inspection company in North America, a company which has seen over 350,000 transactions and Jase Souder, a top sales trainer who has over a decade of coaching and speaking for agents and entrepreneurs. You'll also gain powerful insights from authority marketing and positioning expert, Ken Sherman, on how to build instant credibility and authority using many of the same techniques used by celebrity entrepreneurs.

Book Information

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Customer Reviews

Great information for the real estate agent. Refreshing mindset along with workable action plan.

A friend of mine recommended this book and I'm really glad he did. As we all know, the real estate market is not exactly pristine right now and yet there are still people out there making money in it. Just like how people still make fortunes during the Great Depression, there are people with insight, knowledge, and a mental attitude to succeeding in even the most difficult in markets and that's what makes this book so special. Whether you are new to real estate or are a long-time professional agent, this book will help inspire you to greatness in this industry and give you the boost you need to turn a good career into a great one!

This is a great read for all levels of real estate agents. Highly recommend it. If you are an agent struggling and can't get to the next level, this book will show you how.

Good reading and info. My broker recommended it.

Amazing material. Everybody who is in the real estate business should obtain this valuable material. Start out the new year with an edge. Good job.

Simple, structured, and to the point. Make your own notes, and create your own overview to truly benefit from what is outlined. Recommended reading.

Gives the basics of what to do, but I expected a bit more... secrets...

Nice information for a new agent...learned some new things...

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