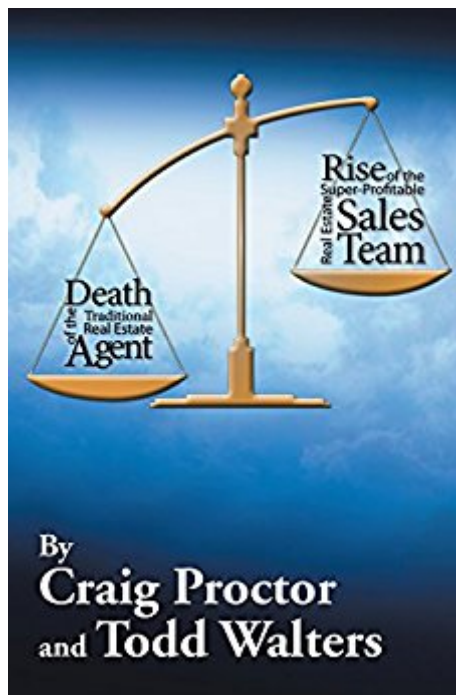




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Death Of The Traditional Real Estate Agent: Rise Of The Super-Profitable Real Estate Sales Team



Synopsis

We've all heard the stats and stories about how tough it is to make a profitable living in real estate without high (and often devastating) lifestyle costs, but what do you know about the super successful agents, those netting \$500,000, \$1 million, \$3 million, or more a year selling real estate? What do you really know about how they think, what they do, and how they approach the business, most often rejecting the industry norms that enslave the average agent? The fact of the matter is, if your real estate business depends on you, you don't really have a business—you have a job. In stark contrast, these mega agents have true businesses built on turnkey systems and well-organized teams. There is no stopping this trend. More and more teams will come, garner more market share, and get paid premium fees at the same time working less and playing more than the typical agent. Inside these pages, we'll introduce you to sixteen of these super successful, highly profitable real estate team leaders who share the secrets of their rise to the top 1 percent of the entire industry, how they did it, and how you can copy your way to your own megasuccessful real estate business.

Book Information

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Nonfiction

Customer Reviews

great book

Book starts off well enough pointing out problems and challenges real estate agents face. Then, the second half of the book (where the solutions should be) is a mix of advertorials and testimonials.

Disappointing

Well presented and explained. The team model that we can all learn from.

They spend way to much time selling them selves in

Great book.

Great overview to build a real estate sales team

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