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real estate industry, this book by Tom Hopkins gives you all of the tools you need to sell like a champion. It covers every essential topic you may need to know as a real estate agent, from reflexive listing techniques to hosting a successful open house.

Shift - KellerINK

Shift Happens: How Top Agents Survive (and Thrive) in a Turning Real Estate Market by Joanna Harrison on December 18, 2018

It's been a whirlwind couple of decades in the real estate industry, with many agents experiencing both the peak highs and devastating lows.

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Change your thinking, your focus, your actions and ultimately, your results. SHIFT explains how to get back in the game and ahead of the competition, specifically in a changing market. The tactics that jump-start the real estate business in tough times will power it forward in good times.

Preparing for the Real Estate Market Shift with Top 25 in the U.S. Realtor, Jeff Glover!

SHIFT: How Top Real Estate Agents Tackle Tough Times “If you can shift gears—shifting both your thinking and your tactics—you will accelerate ahead of the rest.” SHIFT: How Top Real Estate Agents Tackle Tough Times “In the era of extra, you get to keep your job; in the era of

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Tackle Tough Times [Gary Keller, Dave Jenks, Jay Papasan] on Amazon.com. \*FREE\* shipping on qualifying offers. 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.

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more granular and spends a majority of the pages giving advice to make it through a shift, but also to make it though any market

SHIFT (Audiobook) by Gary Keller, Dave Jenks, Jay Papasan ...

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Shift is rich in easy-to-understand strategies, charts, and

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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.

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