



# The Millionaire Real Estate Agent: It's Not About the Money...It's About Being the Best You Can Be!

By Gary Keller, Dave Jenks, Jay Papasan

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**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



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## **Editorial Review**

### **Review**

"Keller presents the million-dollar benchmark as a symbol of excellence, rather than a monument to materialism." -- *Chris Leporni, Realtor Magazine*

"The Millionaire Real Estate Agent is the step-by-step handbook for seeking excellence in your profession and your life." -- *Mark Victor Hansen, Co-creator #1 New York Times best-selling series Chicken Soup for the Soul(R) and Co-author, The One Minute Millionaire*

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### **From the Author**

"Hundreds of people who have attended The Millionaire Real Estate Agent seminars have all asked Dave and me the same thing—when will The Millionaire Real Estate Agent be available in audiobook form?" said Gary Keller, author of the book along with Dave Jenks and Jay Papasan. "They know the secrets of The Millionaire Real Estate Agent are most valuable when they are heard over and over. Now it's possible to do just that, by listening to The Millionaire Real Estate Agent in one's car, office, home—anytime and anyplace."

"The Millionaire Real Estate Agent is all about maximizing one's personal resources. With the audiobook version of The Millionaire Real Estate Agent, people can make the most of their most precious resource—their time," added Jenks. "The Millionaire Real Estate Agent Audio Book is a perfect traveling companion and the best business investment an agent on-the-go can make."

### **From the Back Cover**

#### **Take Your Real Estate Career to the Highest Level!**

"Gary Keller knows the beauty of a simple path to a spectacular goal! 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, Co-creator, #1 New York Times best-selling series Chicken Soup for the Soul, Co-author, The One Minute Manager*

"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 best-selling author of Rich Dad, Poor Dad*

"In *The Millionaire Real Estate Agent*, Gary Keller's positive influence on the careers of so many agents is encapsulated for all to enjoy and utilize."

--*Howard Brinton, Founder and CEO, Star Power Systems, Inc*

"Gary Keller understands that to become a real millionaire, it starts with a change in your thinking. You must treat your business like a business with a focus on long-term profitability."

--Brian Buffini, President and Founder, Providence Systems, Inc.

Anyone who wants to turn their real estate practice into a highly successful business must understand the fundamental models that drive the best real estate agents in the industry. In *The Millionaire Real Estate Agent* these models are revealed and explained. This book represents the culmination of decades of real estate experience, research, and consulting, with case studies from some of the top millionaire agents in the U.S.

In this revolutionary handbook you'll learn:

- Three key concepts that drive mega-agent production.
- Essential economic, budgetary, organizational, and lead generation models that are the foundations of any high-achiever's business.
- The distinguishing characteristic of Millionaire Real Estate Agents--the way they think!
- How you can get on the real estate career path to "Earn a Million," "Net a Million," and then "Receive a Million" dollars in annual income.

*The Millionaire Real Estate Agent* is not about quick fixes. It is about the innovative application of proven business techniques to the real estate industry. Isn't it about time you put your career on the path to becoming a Millionaire Real Estate Agent?

## Users Review

**From reader reviews:**

**Julius Montanez:**

Have you spare time for the day? What do you do when you have much more or little spare time? Sure, you can choose the suitable activity to get spend your time. Any person spent their very own spare time to take a wander, shopping, or went to the particular Mall. How about open or maybe read a book entitled *The Millionaire Real Estate Agent: It's Not About the Money...It's About Being the Best You Can Be!*? Maybe it is for being best activity for you. You understand beside you can spend your time using your favorite's book, you can smarter than before. Do you agree with its opinion or you have different opinion?

**Leslie Heidelberg:**

In this period globalization it is important to someone to obtain information. The information will make professionals understand the condition of the world. The health of the world makes the information much easier to share. You can find a lot of personal references to get information example: internet, newspapers, book, and soon. You can view that now, a lot of publisher that will print many kinds of book. The book that recommended for your requirements is *The Millionaire Real Estate Agent: It's Not About the Money...It's About Being the Best You Can Be!* this book consist a lot of the information on the condition of this world now. This specific book was represented how do the world has grown up. The words styles that writer require to explain it is easy to understand. Often the writer made some study when he makes this book. Honestly, that is why this book suitable all of you.

**Paul Avila:**

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