



## Business Planning for Real Estate Agents (Paperback)

By Matt Williams

Createspace Independent Publishing Platform, 2017. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. The vast majority of real estate agents would list and sell more houses if they followed an effective real estate business plan. Unfortunately most agents are never introduced to the benefits of working from a plan. Those that do want to be guided by a roadmap don't know where and how to begin. In this easy to follow workbook, 30 year real estate veteran broker Matt Williams, will show you how to harness your needs and your wants, and couple them with your skills and energy to produce better results. Set-by-step you will learn how to quantify your needs and your wants and then translate that into your individual production goals. You will learn how to use systems to work more efficiently. And you will learn how to overcome the downfall of many agents - distractions. Whether you are new to real estate sales or a 25 year veteran, you will benefit from the information in this book.

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