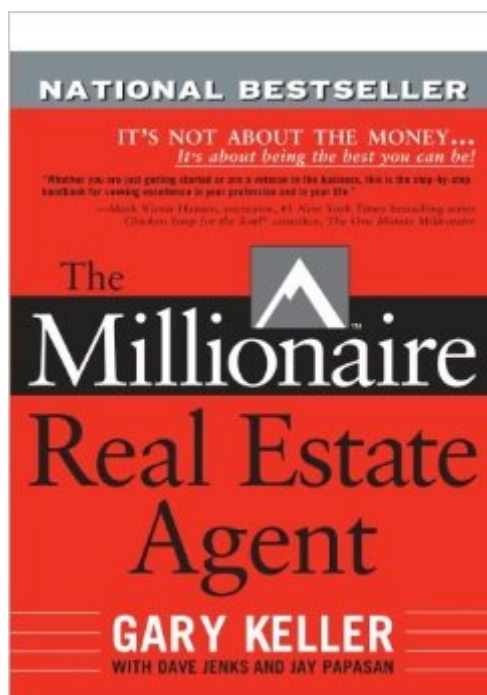


The book was found

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



## Synopsis

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

## Book Information

Paperback: 368 pages

Publisher: McGraw-Hill Education; 1 edition (2004)

Language: English

ISBN-10: 0071444041

ISBN-13: 978-0071444040

Product Dimensions: 7 x 0.9 x 9.1 inches

Shipping Weight: 1.6 pounds (View shipping rates and policies)

Average Customer Review: 4.5 out of 5 stars [See all reviews](#) (504 customer reviews)

Best Sellers Rank: #926 in Books (See Top 100 in Books) #1 in [Books > Business & Money > Real Estate](#) #7 in [Books > Business & Money > Economics](#)

## Customer Reviews

I found this book on [Amazon](#) when I was just starting out in Real Estate. I read many of the how-to books because I wanted and needed to hit the ground running in my new career. This book, by far, was the most information-packed and practical guide to starting a real estate business. (By the way, another excellent book is "How to Become a Power Agent in Real Estate" by Darryl Davis). I am an attorney and before starting my real estate career, I had my own law practice; and before that, I had my own computer consulting company-both successful ventures. I approached real estate from a businessperson's perspective and this book definitely speaks to the serious businessperson. There are so many books and articles telling new agents where to spend their time and money that by the time the agent figures out what works and what doesn't, they have spent their entire budget and an entire year, and have not made enough money to move on. That's why 70% of new agents drop out

of the field by the end of their second year. This book helps agents, new and seasoned, stay focused on the bottom line. Moreover, it answered the most important question for me--If I need to generate \$80,000 in income per year (salary, not gross commissions), what activities do I need to do and how much will it cost me? So many of the other books and articles claimed to have the winning formula by telling you that you must knock on 50 doors per week and make 50 cold calls per week to generate business. Their theory is that it must be painful if you are to be successful. This book, however, gives you lists of ideas and says if you do "x" number of activities from this list, you can expect to receive "x" number of transactions per year.

My sales went from \$2.7 million in 2004 to \$8.5 million in 2005. Now we're heading to towards \$12 million in 2006. Hot dog! But it's not about the money! It's about being the best I can be. I have more time for my friends, family, and I am out of town enjoying myself about 8 days per month. Mostly weekdays... And I have the security of knowing that I am on-track for the business to run itself while I am unavailable for vacation, semi-retirement, or if something happens to me. (!!)

All it took was the change of MINDSET and mode of operating that I learned from *The Millionaire Real Estate Agent: It's Not About The Money*. Gary Keller gives you the formula for success in Real Estate. MREA (Millionaire Real Estate Agent) DOES have plans to help you make more money. YOU identify what you want your Net Gross Commission Income to be, and how many weeks per year you want to work. KELLER shows you how to draw a map from that future goal, backwards, to where you are now. Then you can start your journey, step by step, to success. Simple. Keller likens your approach to becoming a successful agent to training for your first marathon. If you had set your goals for only 10 miles, you would work long and hard and painfully to hit that mark in a few months. However, if you had set your goals more long-term to run the full 26.2 miles AND had a plan to get there, you would be breezing through that 10-mile mark with ease and grace. It would have been a foregone conclusion that you would have that 10-mile level of success. The marathon is a great metaphor for real estate. How far can you run or walk comfortably right now? 1 mile? 3 miles?

[Download to continue reading...](#)

*The Millionaire Real Estate Agent: It's Not About the Money...It's About Being the Best You Can Be!*  
*Real Estate: 25 Best Strategies for Real Estate Investing, Home Buying and Flipping Houses* (Real Estate, Real Estate Investing, home buying, flipping houses, ... income, investing, entrepreneurship)  
*Real Estate: 30 Best Strategies to Prosper in Real Estate - Real Estate Investing, Financing & Cash Flow* (Real Estate Investing, Flipping Houses, Brokers, Foreclosure)  
*Money: Saving Money: The Top 100 Best Ways To Make Money & Save Money: 2 books in 1: Making Money & Saving Money*

(Personal Finance, Making Money, Save Money, Wealth Building, Money) The Honest Real Estate Agent: A Training Guide for a Successful First Year and Beyond as a Real Estate Agent The Ultimate Guide to Success for the New or Struggling Real Estate Agent: PRINCIPLES of a SUCCESSFUL REAL ESTATE AGENT The Book on Investing In Real Estate with No (and Low) Money Down: Real Life Strategies for Investing in Real Estate Using Other People's Money How to Start Your Own Real Estate Photography Business!: A Step-by-Step Guide to Show You How to Begin Your Own Real Estate Photography Business in 14 ... for real estate, photographing houses) The Millionaire Real Estate Agent Florida Real Estate Law and Practice Explained (All Florida School of Real Estate - Florida Real Estate Mastery) (Volume 1) A Guide to MAKING IT in Real Estate: A SUCCESS GUIDE for real estate lenders, real estate agents and those who would like to learn about the professions. Confessions of a Real Estate Entrepreneur: What It Takes to Win in High-Stakes Commercial Real Estate: What it Takes to Win in High-Stakes Commercial Real Estate PASSIVE INCOME :REAL ESTATE (Book #5): Proven Strategies on how to succeed in the real estate market and make it an impressive source of passive income(real ... made easy beginner) (MONEY IS POWER) The Real Book of Real Estate: Real Experts. Real Stories. Real Life Military Millionaire: How You Can Retire a Millionaire and Live a Life of Wealth (No Matter What Your Pay Grade) Using Special Military Investment Benefits and a Proven Plan for Success Money: Mindset - The 7 Step Money Mindset Formula That Will Help You Think & Produce Like A Millionaire (Mindset, How to Get Out of Debt, Financial Freedom, ... Make Money Online, Investing for Beginners) Money: Saving Money: Success: Get More Money & Success In Your Life Now!: 3 in 1 Box Set: Money Making Strategies, Saving Money Strategies & World's Best ... Tips for Personal Finance & Life Success) Real Estate Investing Gone Bad: 21 true stories of what NOT to do when investing in real estate and flipping houses The Due Diligence Handbook For Commercial Real Estate: A Proven System To Save Time, Money, Headaches And Create Value When Buying Commercial Real Estate (REVISED AND UPDATED EDITION) Real Estate Investing: Comprehensive Beginner's Guide for Newbies (Flipping Houses, Real Estate, No Money Down, Passive Income Book 1)

[Dmca](#)