

## Shift How Top Real Estate Agents Tackle Tough Times

Eventually, you will extremely discover a additional experience and attainment by spending more cash. yet when? do you say you will that you require to acquire those every needs next having significantly cash? Why don't you attempt to acquire something basic in the beginning? That's something that will lead you to comprehend even more a propos the globe, experience, some places, following history, amusement, and a lot more?

It is your categorically own times to proceed reviewing habit. along with guides you could enjoy now is shift how top real estate agents tackle tough times below.

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SHIFT explores twelve proven strategies for achieving success in any real estate market, including Master the Market of the Moment: Short Sales, Foreclosures, and REOsCreate Urgency: Overcoming Buyer ReluctanceRe-Margin Your Business: Expense ManagementFind the Motivated: Lead GenerationExpand the Options: Creative Financing

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

Shift: How Top Real Estate Agents Tackle Tough Times ...

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Gary Keller launched his sales career and later Keller Williams Realty International during two of the worst downturns in the recent history of the real estate market. With SHIFT, Gary and coauthors Dave Jenks and Jay Papasan deliver an authoritative resource for surviving and thriving in a shifted real estate market and the latest book in the bestselling Millionaire Real Estate Series.

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Shift is truly a guidebook for real estate agents/Realtors old or new, IN ANY MARKET even though it's marketed as (see the title) helping agents through the current "buyer's market".

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SHIFTS happen... Markets shift and so can you. Sometimes you'll shift in response to a falling market and other times you'll shift to take your business to the next level. Both can transform your business and your life. You can change your thinking, your focus, your actions, and ultimately, y

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