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# Planning For Success In Real Estate Sales: A Guide To Creating A Winning Business Plan

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Matt Williams



## Synopsis

The single most effective step any real estate agent can take to raise his or her business to higher levels is to work from an effective business plan. Whether new to the business or already a top producer, every agent can benefit from the three parts of an effective plan - establishment of meaningful goals, determination of effective methods, and a means for staying on track. In this book by longtime real estate broker, trainer, mentor, and coach Matt Williams, you will learn why working from a detailed plan is critical to your success and how to create your own personalized plan - a plan that will enable you to live the lifestyle you want.

## Book Information

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## Customer Reviews

I really like the way this writer lays out an orderly, sensible method for creating a business plan. Starting with identifying what you want to accomplish, then deciding on what methods you will use, then establishing a way to make sure you don't stray from your plan, the guesswork and uncertainty is minimized. I think every agent would benefit from reading this book. It took me about an hour to read it and it was an hour very well spent.

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