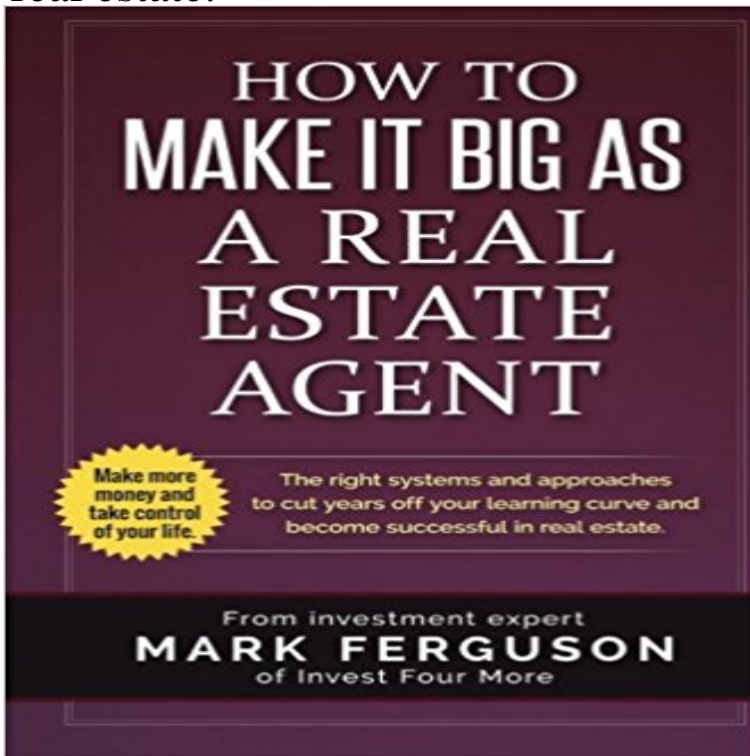


# How to Make it Big as a Real Estate Agent: The right systems and approaches to cut years off your learning curve and become successful in real estate.



There are many great suggestions in How To Make It Big As A Real Estate Agent. I am returning to real estate sales after a several decades long hiatus and have a game plan to implement which lines up with those which Mark has used. But the idea of building a team is a new one to me and is one I will implement. Great advice for new agents, particularly making it clear the extent of dedication and hard work required to achieve the upper levels of success. I strongly recommend this book.

-Ray Mark Ferguson has been a Realtor for over 15 years. He runs a sales team of 10 who have sold over 1,000 homes. Mark has personally sold over 200 homes in one year. Mark has been featured in the Washington Post, Yahoo, Zillow, Realtor.com, Realtor Magazine, Time, Trulia and many other major media outlets. In this 220 page book Mark describes exactly how he has made it big in real estate and what to expect as a real estate agent. Mark breaks down how much money real estate agents can really make as well as how much work an agent will have to do. There are many stories out there about how little money agents make and how they are on call at all hours. The truth is real estate can be a wonderful business if you treat it as a business and plan accordingly. There are many things an agent can do to be successful, which Mark details in this book. Choosing the right broker Getting off to a fast start selling houses Finding the right lead sources Where to spend your money Where not to spend your money The best ways to network How to build a business not create a job How to make your real estate agent business a sell-able asset Much, much more If you are family with Mark and his writing style, you know he hates fluff. This is a straight to the point book with an immense amount of usable information and techniques. You can find mark at <https://Investfourmore.com>, where he has

created one of the most popular real estate blogs.

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