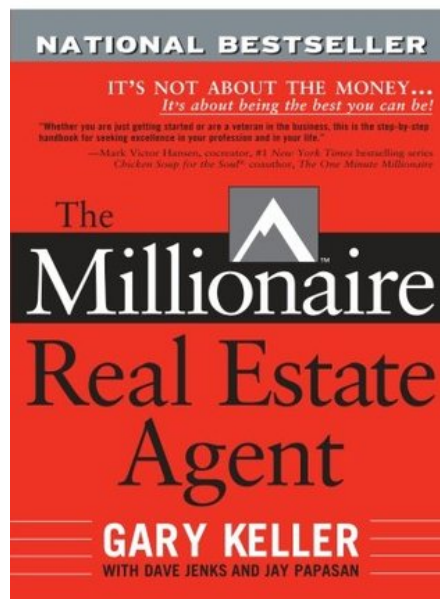




The Millionaire Real Estate Agent

Gary Keller , Dave Jenks , Jay Papasan

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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

The Millionaire Real Estate Agent Details

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Genre : Business, Nonfiction, Education, Self Help, Economics, Finance, Personal Development

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From Reader Review The Millionaire Real Estate Agent for online ebook

Theresa Connors says

A concise and engaging overview of what it takes to be a successful real estate agent. Detailed and thorough with many profiles of successful agents along with the author's own story. A good book for current agents who want to improve their business or for people who are considering real estate as a career.

Darren Kittleson says

this is a primer on building a profitable real estate practice. If you're dedicated to mastery in real estate sales, you need to read this. If you're interested in business in general, this works as well. The disciplines, ideas and systems laid out so well in this book work in almost any type of service business.

Jason says

I enjoyed this book. It made me believe that this is possible. It has a very detailed plan and great tips. Will read this again and again

Christy Devinaspre says

Very informative and helpful to set goals that can be accomplished by organizing oneself and systems.

Ren says

If you're going into real estate or are in real estate and are ready to ramp up your business: This book is awesome! They offer great advice is how to set your business up, get into the right frame of mind etc. Highly recommend.

Mohammad says

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Anthony says

This book is amazing. I am just starting out as a sales agent, and most of the book talks about what to do as a broker agent. However, when I do get to that level I will be ready and I'm already eagerly awaiting.

Phino DeLeon says

I really wanted to get the most out of this book, and I did get a lot of good quality information, but it took so damn long to get through. I feel like this is a good candidate for a cliff notes version. Too many words to say very specific things.

Jessica says

I read this book constantly. I've read it several times, but actually re-read it on an ongoing basis, referencing it at least weekly. I also have the audiobook for in the car.

Jessie Frederick says

An absolute must-read for all real estate agents. As someone who has just started in the business, I feel inspired and encouraged to follow my big dreams, and this book has provided me with a foundation to build on. I understand where my priorities need to be, and I know what I need to focus on. There's a lot of good, solid advice in this book. The models are clear. The process is clear. Success may not be easy, but it is simple; and this book has shown me that by using these tools, I can also be a Millionaire Real Estate Agent. And that's the ultimate goal for me.

I'm also beyond thankful to Gary Keller for creating a company that is providing me with the training and support I need to become a successful businesswoman. Keller Williams is top-notch, and the agent-centric mentality is what I need. Gary Keller is a smart man with a whole lot of gumption, and being part of his company and experiencing his vision makes me feel empowered.

Shane Anderson says

Good for read for Real Estate Salespeople. I found a few very useful items in the books but some of it is just fluff (eg think positive, be willing to change, work hard, be organized, etc.). The authors use anecdotal data to find patterns in successful Real Estate Agents. The book doesn't explore why some patterns are bad and

others are good based on real data, it just says what happy rich agents say they do.

Adrianne Almond says

I am STILL learning from this book. Holy COW! It's a pretty intense read for those of us involved in the real estate world. Just to know that anyone can do it is a HARD pill to swallow. I am currently at the point where the author lays out the master plan in front of you, but I am having a hard time grasping the concept. I mean, I get most of it, but I know it will take me a little bit to actually put the systems into place. once I do....WATCH OUT WORLD!

Khuram Malik says

This book was recommended by Nick Canner on his blog. There are many business books out there that have a specific focus, it may be marketing, branding, strategy or even hiring. But there's hardly a book I've read that shows you how to tie it altogether, to connect all the dots to make a business work. So while the title might suggest the book is only good for real estate agents, as per Canner, I also agree that it is useful for anyone in the service business.

Tifnie says

This book appears to be a bible for most real estate professionals. And while images of Glengarry Glen Ross still linger in our heads, Gary Keller applies a more accessible approach to changing the way you see yourself first before you can expand outwardly.

His approach is about getting to know your style through personality tests dealing with work ethics, challenges and communication. Applying those new found skills and working out your limiting beliefs by replacing them with big goals, possibilities and less fear. He centers his business around the BIG WHY - why are you here in this profession and this BIG WHY needs to fuel your progress. He later goes on to helping you not only realize your goals but how to achieve them by breaking them into more manageable achievements. He ends his book with leveraging your business - hiring in order to make and exceed your goals of a Millionaire Real Estate Agent.

Nicholas says

Reading this book, I'm reflected often back to my retail management career and wish I would've had access or thought of reading this book during my retail management years.

Major focuses from this book like "Thinking Big" and "Aim High" are taught how. Often, as managers, we use such phrases and try to motivate our team. However, Keller's book truly defines what these phrases mean. Some cliché, some not so cliché, the phrasing and explanations in this book may seem like basic business sense, but I can see how some may struggle with it.

There were also complicated methods of budgeting and holding your team (as well as yourself) accountable

that resonated throughout the book. These complicated, yet simple models were explained in detail with a daily regime that any future real estate agent would definitely benefit from.

I'm recommending this book to anyone in management, whether it's retail, investors, or future real estate agents. Again, I wish I had this book long before I started my retail career. It would, in essence have allowed me to keep it, but alas, I now have an opportunity to reach and exceed my full potential.

Please note, I plan on re-reading this book at least twice a year to stay motivated.
