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provided by Alex Saenger Alex Saenger has been in the real estate industry since 2002 He is licensed in Maryland and Washington D C He was the 1 agent in terms of units sold and total volume for KWCP Rockville and the top agent for all of Keller Williams in Maryland in April 2016 He is a Triple Gold Recipient for 2015 2016 and 2017 from KW Realty International He has served as an instructor for Ignite and Real Estate Investing among other courses For Real Agent Advice Alex interviewed real estate professionals at all levels He spoke with those at the top of their careers and those just starting out He gathered a diversity of viewpoints He spoke with people who can inspire you and people you can relate to He interviewed people who could be just like you Wherever you are in your career you can nd information in Real Agent Advice that can help SHIFT: How Top Real Estate Agents Tackle Tough Times Gary Keller, Dave Jenks, Jay Papasan, 2008-07-31 NEW YORK TIMES BESTSELLER WALL STREET JOURNAL BUSINESS BESTSELLER USA TODAY MONEY BESTSELLER Tough times make or break people My friend Gary teaches you how to make the tragic into magic Read reap from this great book Mark Victor Hansen Co creator 1 New York Times best selling series Chicken Soup for the Soul Co author Cracking the Millionaire Code The One Minute Millionaire and Cash in a Flash Author Richest Kids in America Real estate buyers and sellers have to SHIFT their mindset to new and more creative strategies in this challenging real estate market This book shows them excellent ways to survive and thrive Robert Allen author of the New York Times bestsellers Nothing Down Creating Wealth Multiple Streams of Income and The One Minute Millionaire Change happens It's natural It's ever present It s reoccurring So when markets shift you need to as well No one explains this better in the real estate industry than my good friend Gary Keller and his team of talented co authors Their latest book SHIFT is perfect for all real estate professionals It captures the very essence of a shifting housing market and what Realtors need to do to thrive therein SHIFT will help you alter your focus and your actions to ensure that you get your head back in the game and increase your market share irrespective of strong or weak market conditions It s a great book read it today Stefan Swanepoel author of Swanepoel TRENDS Report 2006 2009 Need help weathering the storm in today s real estate market If so reach for Gary Keller s new book Shift it's the lifesaver you need today to thrive tomorrow 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 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 your results to get back in the game and ahead of the competition The tactics that jump start your business in tough times will power it forward in good times No matter the market shift SHIFT explores twelve proven strategies for achieving success in any real estate market including Master the Market of the Moment Short Sales Foreclosures and REOs Create Urgency Overcoming Buyer Reluctance Re Margin Your Business Expense Management Find the Motivated Lead

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