



Up and Running in 30 Days: A Proven Plan for Financial Success in Real Estate, 3rd Ed

Carla Cross

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This popular business start-up guide provides an effective system for agents to successfully plan their days and weeks. The new edition has been updated to modernize the interactive four-week start-up plan, including new content on current trends affecting real estate, the basics of getting leads, determining the client's needs, evaluating a customer's potential, and adding value to agent services. *Up and Running in 30 Days* features a results-driven business-development model that will increase productivity in new and seasoned agents alike.

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