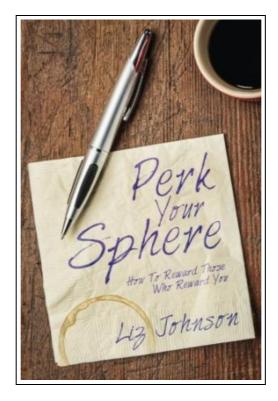
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Reviews

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(Prof. Patsy Blanda)

PERK YOUR SPHERE: HOW TO REWARD THOSE WHO REWARD YOU (PAPERBACK)



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Createspace Independent Publishing Platform, 2016. Paperback. Condition: New. Language: English. Brand New Book ***** Print on Demand *****. You can do all the legwork needed to be a successful real estate agent, but it is impossible to do well in the industry if you don t remember its entire foundation: client relationships. Realtor Liz Johnson has created a system that not only will change the way you do business but also has a higher rate of return than you ever thought possible. Perk Your Sphere provides a new structure for success! Johnson s method has given her a fifteen-to-one return on investment in an industry where a four-to-one ROI is amazing. She grew her business without making a single awkward cold call. Instead of an aggressive but ultimately useless sales strategy, Johnson shows a better, more efficient way of growing your business and reaching out to clientele. Johnson offers systems for classifying clients and understanding who can give you referrals. She shows how-through personal branding, special events, giveaways, and more-you can make each client feel special and make sure your name immediately springs to mind when they think of real estate. Johnson s techniques won t simply make you a Realtor for your clients, but the Realtor.

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