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Lesniak at LCA Live The Hyperlocal

Hyperfast Real Estate

About Daniel Lesniak. Daniel began his career in real estate in 2012 after having successful careers both as a Naval Submarine Officer and Defense Contractor. His HyperLocal strategy led to one of the fastest starts in real estate history, generating over \$22

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BUY NOW \$24.99. The Companion Guide to the best-selling real estate book, The HyperLocal HyperFast Real Estate Agent. Design & implement the strategies to grow your business and dominate your market! The HyperLocal HyperFast Real Estate Agent returns! After achieving best-seller status on Amazon and selling thousands of copies around the globe last year, real estate broker, coach and author Daniel Lesniak follows up the HyperLocal HyperFast Real Estate Agent with the accompanying

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In The HyperLocal, Hyper Fast Real Estate Agent, Dan tells how he used the Segmentation, Targeting and Positioning (STP) framework to identify potential markets, choose which ones to go after and how to add massive value to the consumers in that market.

Amazon.com: The HyperLocal HyperFast Real Estate Agent ...

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**Amazon.co.uk:Customer reviews:
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?According to recent surveys, the average real estate agent makes less than \$10,000 a year, and close to 90 percent of new agents will not last more than two years in the business. Fewer than 10 percent of agents will make over \$100,000, and the majority who do have been in the business for decades....

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Dan and Keri collaborated to create HyperLocal HyperFast, which is a step-by-step plan for real estate agents who want to optimize their market, and see personal growth. Dan's hyperlocal strategy...

HyperFast Agent | LinkedIn

The HyperLocal HyperFast Real Estate Agent reads hyperfast! Dan doesn't waste any time in getting into his recipe for success. If you are a new agent or an agent that wants to break through to higher level of sales,

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this is the book for you. This is not a book that offers a few pointers and leaves you begging for the formula to success.

Did It And So Can You

Amazon.com: Customer reviews:

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In The HyperLocal, HyperFast Real Estate Agent, Dan tells how he used the Segmentation, Targeting and Positioning (STP) framework to identify potential markets and choose which ones to go after and how to add massive value to the consumers in that market. This book will teach you how to use the STP framework to enter new markets or increase market share in your existing markets by adding more value to your potential clients and communicating your value proposition to the market.

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HyperFast Agent Book

The HyperLocal, HyperFast Real Estate Agent. How to Dominate Your Real Estate Market in Under a Year, I Did It and So Can You! Author: Daniel Lesniak. Publisher: ISBN: Category: Page: View: 449.

#1 Best-Seller on Amazon! According to recent surveys the average real estate agent makes less than \$10,000 a year and close to 90% of new agents will not last more than two years in the

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business. Fewer than 10% of agents will make over \$100,000 and the majority that do have been in the business for decades. The average real estate agent sells 12 homes a year and for agents that are just starting out that number is less than four. In 2012 Dan Lesniak used a unique strategy to upend the industry trends. In his first year in real estate Dan had over 36 transactions totaling over \$22 million in sold volume, making him one of the most successful rookie real estate agents ever on his way to taking over one of the most competitive market areas in the country, that had previously been dominated by agents with over 10 years experience. In The HyperLocal, Hyper Fast Real Estate Agent, Dan tells how he used the Segmentation, Targeting and Positioning (STP)

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estate framework to identify potential markets, choose which ones to go after and how to add massive value to the consumers in that market. This book will teach you how to use the STP framework to enter new markets or increase market share in your existing markets by adding more value to your potential clients and communicating your value proposition to the market. Whether you are a new agent getting started or a veteran agent looking for more growth this book will show you how to do it using examples of how Dan did it in the hyper competitive Arlington, VA (Greater Washington DC) market. What Other Industry Leaders Have Said About the Book "I have been coaching realtors for 22 years. Dan is the best business man who sells real estate that I've ever seen. He has

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estate systems, structures, and processes. That is what separates him from the rest!" -Rick Ruby - Core Head Coach One of my favorite sayings is "follow the yellow brick road." In this book, Dan clearly lays out the path to the Emerald City, avoiding all the dangers of creating your own way. In Dan's first year, he closed over \$22 million in sales, a feat matched by only the tiniest fraction of real estate agents- regardless of experience. If you are looking for a step-by-step plan from someone who has done it, this is the book for you! -Pam O'Bryant, Chief Engagement Officer for Keller Williams Capital Properties, Contributor to Gary Keller's The Millionaire Real Estate Agent book There is no greater opportunity right now in the real estate industry than there is in the expansion market. This will require you to grow in

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your existing market and know how to expand in new ones. This book is a great example of how to rapidly expand in any market and is a must read for expansion team leaders.

-Noah Ostroff, Chief Executive Officer of Global Living and Top Selling Keller Williams Agent Dan Lesniak is the real deal. He runs the most profitable real estate team I know of, hands down. If you want to compress time to achieve your goals, listen to this guy and take action now! -Jeff Latham, President of Latham Realty Unlimited with 275 homes sold annually Dan and I first met when he was just getting started in the business, and I have been blown away at how he was able to grow his brand so rapidly in a very competitive market. Dan's creative approach and tenacity has served him well, and he is a great example of how

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to commit and succeed as a young real estate agent. -Thad Wise, Senior Vice President with First Savings Mortgage Corporation and \$100

Million Loan Officer Dan Lesniak is by far one of the brightest and highest-skilled real estate agents I have had the pleasure of working with; his strategies for his clients are brilliant! Dan has succeeded in one of the most competitive markets in the country, while also growing his brokerage and giving back to the community. -Elysia Stobbe, Real Estate RockStar and #1 Best Selling Author of How To Get Approved for the Best Mortgage Without Sticking a Fork in Your Eye

The Companion Guide to the best-selling real estate book, The

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HyperLocal HyperFast Real Estate Agent. Design & implement the strategies to grow your business and dominate your market!

The HyperLocal HyperFast Real Estate Agent returns! After achieving best-seller status on Amazon and selling thousands of copies around the globe last year, real estate broker, coach and author Daniel Lesniak follows up the HyperLocal HyperFast Real Estate Agent with the accompanying Companion Guide - a workbook designed to help you find and establish the structures and strategies needed to reach your maximum potential. [p]An extension from the first book, this Companion Guide shifts the initiative into your hands, with Dan as your trusted mentor guiding you along the way. With several years of first-hand experience coaching up-and-

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coming agents (and overseeing his own team of agents at Optime Realty) to go along with 5+ years as one of the most successful real estate brokers in the country, Dan has the proven pedigree to effectively prepare you for success.[p]The paperback contains 11 chapters guiding you through Dan's proven approach and methodologies, with writing exercises and thought experiments designed to convert his approaches and strategies into your own unique ideas. Though written primarily for up-and-coming ambitious real estate agents, the tactics discussed in this Companion Guide are universal strategies which can be applied to any field or profession.

#1 New Release in Home Repair and
Urban & Land Use Planning ? A Must-
Read for Success in the Housing

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Market The advice you didn't know you needed. Because most people only enter the real estate world once a decade or less, few really know how it works. The housing market elicits a lot of emotions, from excitement to anxiety. Oftentimes, this can blind us to the realities of how the market works. Top residential real estate agent Tracy McLaughlin is here to change our understanding of the home sale process. From those buying their first home to sellers with some experience, this book is packed with essential advice. A roadmap for buyers and sellers. In nearly all real estate sales, buyers and sellers leave behind thousands—or even hundreds of thousands to millions of dollars—on the table. As frightening as this reality is, it continually happens because one simple decision, among the countless

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estate during the entire process, can greatly impact the outcome of the transaction. ?Bridging the gap between information and expertise.

Because of the way technology has impacted real estate sales, buyers and sellers have greater access to information and even the ability to direct the sales process. While knowing market information is helpful in real estate sales, most people still lack a key aspect: expertise. By presenting an inside view on sales, McLaughlin provides a guide for maximizing the value of the sale and purchase of homes. In this book by real estate expert Tracy McLaughlin, readers will find...

- Detailed guidelines for how to save money and make money
- Advice for finding the right real estate agent
- The real estate for dummies book every home buyer or

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estate needs. If you've looked for guidance in books such as *Dream Home*, *Nolo's Essential Guide to Buying Your First Home*, and *Home Buying Kit For Dummies*, then you'll find more of what you're looking for in *Real Estate Rescue*.

The history of development is one marked by insecurities, violence, and persistent conflict. It is not surprising, therefore, that development is now thought of as one of the central challenges of world politics. However, its complexities are often overlooked in scholarly analysis and among policy practitioners, who tend to adopt a technocratic approach to the crisis of development and violence. This book brings together a wide range of contributions aimed at investigating different aspects of the history of

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development and violence, and its implications for contemporary efforts to consolidate the development-security nexus. From environmental concerns, through vigilante citizenship, to the legacies of armed conflicts during and after decolonization, the different chapters reconstruct the contradictory history of development and critically engage contemporary responses and their implications for social and political analyses. In examining violence and insecurity in relation to core organising principles of world politics the contributors engage the problems associated with the nation state and the inter-state system and underlying assumptions of the promises of progress. The book offers a range of perspectives on the contradictions of development, and on how domination, violence and

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resistance have been conceived. At
the same time it exemplifies the
relevance of alternative
methodological and conceptual
approaches to contemporary
challenges of development. This book
was published as a special issue of
Third World Quarterly .

Your successful career in real estate starts here! The first 365 days of working in real estate can be one of the most tumultuous times in your career - full of hard lessons, heart breaks and hard work. Just because you have a license, doesn't mean you have a business. But if you get the important stuff right, a great future is yours for the taking. This honest, eye-opening and completely practical insider's guide shows you how to get where you want to be - even if you're

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starting from nothing. Author and successful real estate agent Shelley Zavitz reveals in unprecedented detail:

- what to expect the first year of your career - how to implement systems that will impact your business in the next 90 days - how to build a marketing plan in a digital world - how to work your contacts to start your referral pipeline - how mindset can make or break your business and what to do about it - why surrounding yourself with the right people is essential. Shelley shares her own story as a new real estate agent - including how she built a brand starting with a network of just four people in a totally new city. The book also comes complete with worksheets, hot lists and examples of great branding so that you can catapult your business into the fast lane right now.

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Your First 365 Days in Real Estate is the number-one resource for new agents in the industry - don't miss out on your potential as a realtor without it.

Did It And So Can You

Countless marketing books have been written for real estate agents, and for a good reason: to survive in today's challenging economic climate, real estate agents must wear so many hats at once to have a chance at success, and thus need as much help as they can get. While many real-estate marketing books offer a whole-life plan to achieving your goals or attempt to impress you with far-out tactics that may have worked for one person, one time, in a market unlike any other, this book is different. The Real Estate Marketing Playbook was inspired by observations and experiences over many years in the real estate

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business. Concise chapters get right to the point and offer actionable advice. You'll receive a brief overview of each tactic, learn about best practices, and in most chapters, you'll hear from experts as they chime in on their struggles and successes. This is not to say that the book is merely short; it is merely respectful of your time. Each chapter is its own contained unit. Feel free to flip to any section that intrigues you, or that addresses a situation applicable to you. Keep in mind that it is not humanly possible to implement every idea in this book. Neither is it possible that every concept applies to every real estate agent. Just like your real estate business, every situation is unique. Use common sense to determine if a plan is right for you, your market, and your business. This book is meant to be kept within reach

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Right In Your Own Hands

throughout your business day - in the car, in your bag or briefcase, etc. It's a perfect companion when waiting for open houses to begin or for clients to arrive. It's a helpful lunchtime read to keep you in the mindset of innovation and forward movement for your business. Anytime you need a helpful hint or a compelling idea to help boost your current or next marketing project, crack it open; even just flipping it open and reading a chapter at random could spark an idea that skyrockets your real estate business. This book is not for those seeking a shortcut, but for those who are willing to challenge themselves to take advantage of every opportunity to grow their real estate business.

The Top 1% Life helps real estate agents leave their “overworked

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underachiever” concept behind.

Kathleen Black, one of North America’s leading real estate coaches, has worked with thousands of agents and hundreds of teams to solve this problem. After transforming 80% of her clients into top 1% producers, her tried, tested, and true KBCC Ultimate Expansion Strategy shown within The Top 1% Life helps real estate agents: Make it home in time for dinner Spend their nights and weekends with their children, spouse, and loved ones Find some help that actually makes a difference Get their business organized and self-sufficient so everything doesn't depend on them Quit being on call 24/7 Take an actual vacation – without their phone

2018 Axiom Business Book Award
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Solving! In *Ninja Selling*, author Larry Kendall transforms the way readers think about selling. He points out the problems with traditional selling methods and instead offers a science-based selling system that gives predictable results regardless of personality type. *Ninja Selling* teaches readers how to shift their approach from chasing clients to attracting clients. Readers will learn how to stop selling and start solving by asking the right questions and listening to their clients. *Ninja Selling* is an invaluable step-by-step guide that shows readers how to be more effective in their sales careers and increase their income-per-hour, so that they can lead full lives. *Ninja Selling* is both a sales platform and a path to personal mastery and life purpose. Followers of the *Ninja Selling* system say it not only improved

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Rainmaking Conversations make or break everything in sales. Every conversation you have is an opportunity to find new prospects, win new customers, and increase sales. Rainmaking Conversations provides a proven system for leading masterful conversations that fill the pipeline, secure new deals, and maximize the potential of your account. Rainmaking Conversations offers a research-based, field-tested, and practical selling approach that will help you master the art of the sales conversation. This proven system revolves around the acronym RAIN, which stands for Rapport, Aspirations and Afflictions, Impact, and New

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Reality. You'll learn how to ask your prospects and clients the right questions, and help them set the agenda for success. Armed with the knowledge of the markets you serve, the common needs of prospects, and how your products and services can help, you can become a trusted advisor to your clients during and after the sale. With the RAIN system, you'll be able to: Build rapport and trust from the first contact Create conversations with prospects, referral sources, and clients using the telephone, email, and mail Uncover the real need behind client challenges Make the case for improved business impact and return on investment (ROI) for your prospects Understand and communicate your value proposition Apply the 16 principles of influence in sales Overcome and prevent all types of

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