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Did you know  
that top-  
producing agents  
pursue 4-5  
different lead  
types? To use an  
old fishing  
adage, you'll  
catch more fish  
when you have  
more lines in

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the water. Maybe you only need to add one or two more lead types ( Expireds , FSBOs , GeoLeads , FRBOs , or Preforeclosures ) to see the results you've been working for.

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the most  
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producing real  
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1. Success

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mind. The first  
step towards  
success is  
believing that  
you can achieve  
it. Top-  
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not spend their  
time  
entertaining the  
possibility of  
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she revealed she  
consumes between  
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methods for  
creating the  
knife very  
secret and did  
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rediscovered the  
secret to  
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selling. Think  
like a small  
business.  
Develop a  
business plan.  
Have a budget.  
You don't have  
to "list to  
last."

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the product of a

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transaction is  
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money (in the  
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So what does  
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success Strip  
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the sales charts  
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and you'll find  
a path forged  
with patience,  
consistency and  
the...

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Secrets To  
Producing Real  
Success ...

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they abound, and  
from experience  
we can tell you  
that today's top  
producers all  
employ lessons  
from yesterday's  
pioneers. 11.

ABC – always be  
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15 principles of  
real estate's  
top producers –  
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of secrets or  
weird stuff that

can fail to  
mention about  
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the Nevada  
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