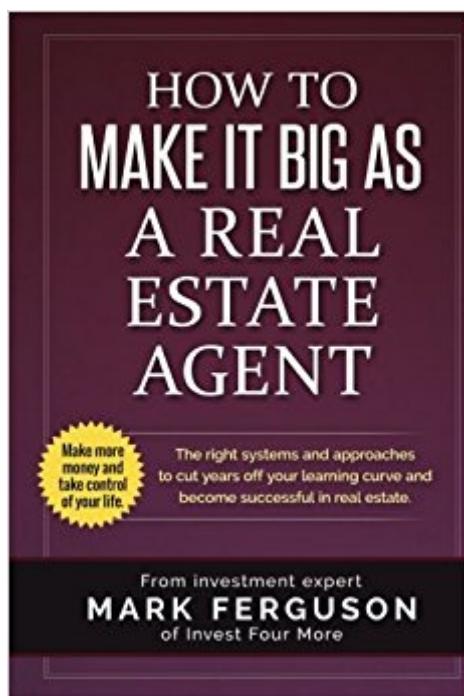


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# How To Make It Big As A Real Estate Agent: The Right Systems And Approaches To Cut Years Off Your Learning Curve And Become Successful In Real Estate.



## Synopsis

"There are many great suggestions in How To Make It Big As A Real Estate Agent. I am returning to real estate sales after a several decades long hiatus and have a game plan to implement which lines up with those which Mark has used. But the idea of building a team is a new one to me and is one I will implement. Great advice for new agents, particularly making it clear the extent of dedication and hard work required to achieve the upper levels of success. I strongly recommend this book." -Ray Mark Ferguson has been a Realtor for over 15 years. He runs a sales team of 10 who have sold over 1,000 homes. Mark has personally sold over 200 homes in one year. Mark has been featured in the Washington Post, Yahoo, Zillow, Realtor.com, Realtor Magazine, Time, Trulia and many other major media outlets. In this 220 page book Mark describes exactly how he has made it big in real estate and what to expect as a real estate agent. Mark breaks down how much money real estate agents can really make as well as how much work an agent will have to do. There are many stories out there about how little money agents make and how they are on call at all hours. The truth is real estate can be a wonderful business if you treat it as a business and plan accordingly. There are many things an agent can do to be successful, which Mark details in this book. Choosing the right broker Getting off to a fast start selling houses Finding the right lead sources Where to spend your money Where not to spend your money The best ways to network How to build a business not create a job How to make your real estate agent business a sell-able asset Much, much more If you are family with Mark and his writing style, you know he hates fluff. This is a straight to the point book with an immense amount of usable information and techniques. You can find mark at <https://Investfourmore.com>, where he has created one of the most popular real estate blogs.

## Book Information

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## Customer Reviews

I would definitely recommend this book to anyone considering a job in real estate. Considering the loads of valuable content within the hundreds of insightful pages, this book is practically a steal for the price. This is by far Mark's best piece of writing. I have read many of his previous self-published books and this one stands out from the rest. He has really improved as a writer since his very first one.

Straightforward and frank guide to getting started in real estate by Mr. Ferguson. Unlike a lot of real estate and financial gurus such as Gary Keller or Robert Kiyosaki, Mr. Ferguson gets down to brass tax both here and in his other works, which is a breathe of fresh air for individuals craving real information and tips on succeeding in this business, as opposed to inspirational platitudes that lack substance. If you're getting started in real estate or have an interest in real estate, this is a great resource to pick up.

Mark is very knowledgeable and has achieved what most only dream of. Follow his advice and you can reach the same goals!

If you follow Marks blog on InvestFourMore.com you'll know that Mark goes into serious detail about each of his investments including showing pictures, giving you the actual numbers of all of his costs, and what strategies he uses. I'm a big follower of all of his work and this book is definitely a gold mine of organized information very specific to becoming a real estate agent that includes actions guides for me to replicate the same processes. I definitely recommend checking this book out.

This is a very helpful and down to earth book. The author is a real estate agent and really knows what he is talking about. The book is a little repetitive but it helps a person remember the topics better. I am glad this was the first book on being a real estate agent that I read. I am onto another book and it is very dry compared to this book. If you want an overview of what it takes to be a successful real Estate agent I would highly recommend reading this book.

I like a few other books Mark co-authored. I like Mark blog and other videos he shared. But this book I can only give 3 stars.

I've been following Mark/InvestFourMore for about three months now and I am super excited to have bought this book to get me started with my real estate career. I bought two other books of his. I thank you for the labor day promo extension! I have been wanting to do real estate for a very long time and I've now taken action and pursue real estate.

This is a very well written book. Most of the information is valid for any location. I've put some of this advice to good use. Thanks Mark for making this available!

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