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That is a great question and for brand new real estate agents I would suggest you read The E-Myth Revisited and more importantly as you read The Golden Handoff you hopefully will understand Rule #1. You begin from Day One to set up your business with the end

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Nick Krautter is the author of The Golden Handoff: How to Buy and Sell a Real Estate Agent ' s Business and a top Realtor since 2006 in the Portland, Oregon market. Nick is an

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