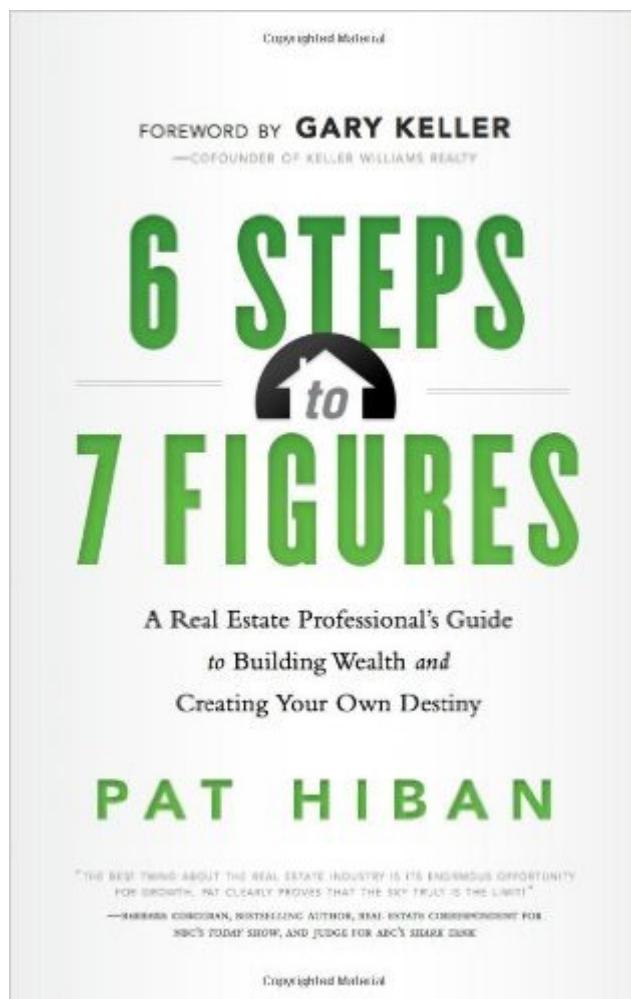


The book was found

6 Steps To 7 Figures: A Real Estate Professional's Guide To Building Wealth And Creating Your Own Destiny



Synopsis

FROM THE NEW YORK TIMES BESTSELLER Your 7-figure real estate income is 6 simple steps away. Pat Hiban is not a career author who writes theoretically about building wealth--he's a working real estate professional who has compiled two decades' worth of invaluable experience into this manual, which combines motivational success strategies with practical tips for flourishing in real estate. In it, you'll learn how Pat: went from being a raging workaholic to taking 153 days off each year raised his average sales price from \$92,000 to over \$450,000 in four simple steps went from \$13,000 in yearly commissions to over \$5 million yearly went from zero foreclosure listings to over 325 in twenty-four months got his team revved up by humiliating himself on YouTube landed more customers by dressing up as Dracula turned the worst market in decades into profit in new areas learned some of his best tactics through authorized stealing from his competitors Including a 7-Figure Game Plan at the end of each chapter and an appendix of helpful forms and worksheets, 6 Steps to 7 Figures contains all the tactics that the best real estate agents use to build and promote their businesses--and live the life of their dreams.

Book Information

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Customer Reviews

Pat is definitely a TOP producer in real estate. Having sold over a BILLION dollars and hundreds of homes every year, Pat clearly knows his stuff. However, after all the promotion and anticipation of this book, I feel like we really did not get an inside look at Pat's business and HOW we can implement similar tools in our business. The book is mainly a story of Pat's success over the years with a few general "action steps" at the end of each chapter. Being titled "6 Steps to 7 Figures" I

would have liked to see more HOW-TO content. Is the book valuable? No doubt. It is easily worth the price if you just get one good idea. The most valuable item from the book is Pat's 50+ Free forms and marketing pieces. WHY as a publisher would you only mention this a couple of times in the book? Also, when you go to download the items, you have download each item individually from the site. Why not put these all in a single .zip file? I would like to see tracking and stats with examples of the marketing pieces IN THE BOOK. In the Millionaire Real Estate Agent, Shift, and similar books, they have charts, marketing pieces, examples, etc. If you notice in this book: Outrageous Advertising That's Outrageously Successful: Created for the 99% of Small Business Owners Who are Dissatisfied with the Results They Get From Their Current Advertising they put lots of examples and talk about the results. The bottom line, there is certainly value in the book, but right now it should be titled "Pat's story on how I did it" not "6 Steps....".

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