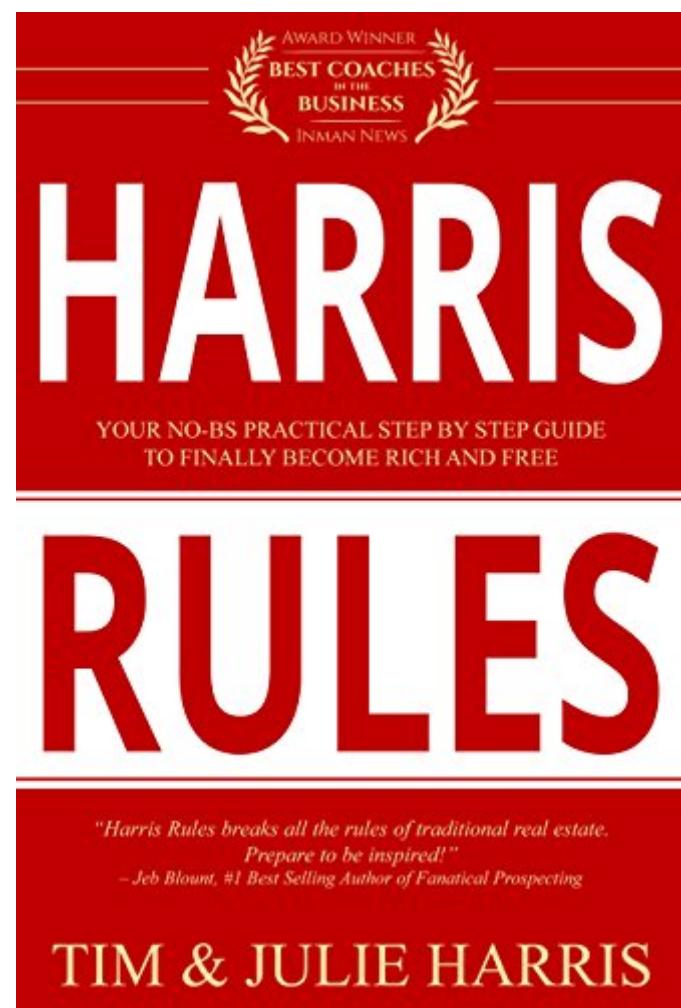


The book was found

Harris Rules : Your No-BS Practical Step By Step Guide To Finally Become Rich And Free



Synopsis

It's the question every agent asks, but few have a truthful answer for: Where does business come from? In an industry constantly selling the 'easy button' and overrun with shiny widgets, agents are pulled in multiple directions at once, each promising if they "just do this" that their dreams of real estate fortune will come true. After 20 years in the business and hundreds of thousands of coaching calls, Tim & Julie tell the hard truths about what it really takes to make it in real estate. Harris Rules outlines specific, proven rules of engagement that any agent - rookie or veteran - can count on to serve them well as they pursue their real-estate funded goals and dreams. Harris Rules lays the groundwork, beginning with how agents need to think about the business. Moving them forward with a step by step action plan, Tim & Julie show agents how to create longevity by scaling the business and then teach them how to monetize it. In this book you'll learn... - How to control your mindset to get more things done, even when you don't 'feel' like it. - Why balance is a myth and how you should stop aiming for it! - How the Scarcity mindset is affecting everything you do and the rules to break free. - The ideal schedule of a top producing agent and how to focus it on what matters...profit! - Why you can't rely on only one method of generating leads if you want to avoid feast or famine. - How to find your 'Magic Number' and how knowing it is critical for success. - How to use our proven 7 Step Listing Process to win the listing virtually every time! - How to really achieve financial freedom (and it won't be from your real estate commissions)! And there is so much more! Only for the highly motivated, Harris Rules covers topics no one else in the industry is willing to talk about: making a profit, why having a team isn't the 'golden calf', having multiple lead sources (that you don't have to pay for!), focusing on listings and the fact that repetitious boredom does pay off!

Book Information

File Size: 2162 KB

Print Length: 133 pages

Publisher: Best Seller Publishing, LLC (August 14, 2017)

Publication Date: August 14, 2017

Sold by: Digital Services LLC

Language: English

ASIN: B074TZ3KYB

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Screen Reader: Supported

Enhanced Typesetting: Enabled

Best Sellers Rank: #3,347 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #3 in Kindle Store > Kindle eBooks > Business & Money > Business Life > Mentoring & Coaching #3 in Books > Business & Money > Management & Leadership > Mentoring & Coaching #3 in Kindle Store > Kindle eBooks > Business & Money > Real Estate > Buying & Selling Homes

Customer Reviews

This book is an absolute must have!!! If your building your real estate practice and the life of your dreams you'll love this content and the challenge of learning and mastering the Harris Rules. I am so thankful for the opportunity to provide feed back on this book and to say thanks to the Tim and Julie for an absolutely amazing mindset,action, and wealth building book!

I work as an Agent in New Home Construction and your strategies work in this field!! You have broken the mold as far as coaching in this sector of real estate. There are coaching industry standard superstars, however the Harris team make it so easy to understand, and apply! I find myself after listening to an industry standard coach I'm walking away feeling like the blueprint(road map) hasn't been clarified. I feel like I need more straight talk and less fluff. With Tim and Julie I have never walked away from a Podcast feeling like I still don't have relevant tools to stand out, get new perspective and work smarter. The coaching for prospecting, relationship building, work ethic, objections, scripting, figuring out what you need to live your best life and most important how to help the most people in the highest and best way!!I could go on and on how much I appreciate Tim and Julies insight and frankness. Their Podcast have opened my eyes to the reality of real estate and what it takes to be successfull! Harris Rules has told the truth about mapping out a way to gain more financial control over ones life! I'm thankful for the hard facts especially in the world of spin. Buying this book is like an investment in your continued education but in the most practical applicable way!!Thank you !!!!! #DrillDown

This is a great great book. If your real estate career is struggling, this will breathe new life into it. The other amazing benefit that my husband and I have noticed is that going from a scarcity mindset to one of abundance, our relationship has improved greatly. While targeted at real estate agent, this

truly no nonsense book establishes great "rules" for any business and entrepreneur with a focus on real estate. An easy read that cuts through the garbage and takes it back down to the basics. Thank you Tim and Julie!

This book encapsulates the transformative mind-set I gained from their great coaching -- it is a mind-set of taking action NOW to get ourselves on the path toward success in real estate. This is a practical skills-based approach that will pull you away from the endless perfecting of your website or your marketing or whatever is keeping you at your desk and not making money. With T&J you will fill your days with money-making activities every working day. It has worked for me, and I'm so thankful for it!

The rules Tim and Julie lay out in this book transcend real estate and apply to business and sales in general. Tim and Julie share actionable, tactical and practical business advise to help you achieve next level results. I love the fact that they are not just trying to sell another "Easy Button". They deliver practical real world strategies to achieve the lasting results. Must read for any sales person or business owner.

This WILL sound trite, but when I thought of what I wanted to say about this book these words came to me fast..These authors shoot from the hip and they are always on target!Anyone will learn something by reading this book of rules...especially real estate agents!

I am new to Tim and Julie Harris coaching and this book came at the perfect time for me! It is a must read for any agent looking to get organized, move forward and grow their business! The endless facets of real estate can be quite overwhelming, and this book will help keep focus by directing you to follow one course until successful. I look forward to implementing their strategies and following the steps to success.

Great advice for Realtors but not just for Realtors as these "rules" can and do apply to all businesses. This is really a no BS approach to getting things done and staying ahead of the game. Congratulations Tim & Julie for "knocking this one out of the park ! "

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