



# Agent Entrepreneurs: Every Agent's Guide to What They Don't Teach You in Real Estate School

*Mike Turner*

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## **Agent Entrepreneurs: Every Agent's Guide to What They Don't Teach You in Real Estate School**

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**"Turner is the exception in an industry where it's commonplace for folks to put on a facade. Read his stories; you'll be fascinated."**

-Ryan Fletcher, Defeat Mega Agents

**"Agent Entrepreneurs is a much needed gift to the real estate industry. It is a Road Map for both new and experienced Agents. Literally packed with the information and tactics that are missing in 99% of real estate training available in most brokerages. Separate yourself from the desperate and un-creative masses of agents out there running around all doing the exact same thing. Read it and save yourself years of wasted time and thousands of dollars!"**

-Remy Fortier, Integrity Brokers

**"This book should be required reading for all real estate professionals."**

-Debbi Myers, real estate broker of 20 years and certified real estate instructor

**"Great information, great stories, and most of all timely and useful advice that I wish I had heard a long time ago."**

-Kirsten Wallace, The Firm Real Estate Group

Like most entrepreneurs, Mike Turner learned a lot of things the hard way. He navigated the mixed messages and bad advice that are so prevalent in the real estate industry and countered them with an insatiable appetite for learning and a head-on approach to the challenges of the business. It paid off.

Looking back, most of us can say we would have saved ourselves hardship, time, money, and stress—not to mention a lot of emotional scars—if we'd known then what we know today. Hindsight is 20/20, but does it have to be that way? Why don't they teach in real estate school what you really need to know to be successful? Why do you have to spend years doing things the hard way before discovering a better approach?

You don't.

Agent Entrepreneurs is every agent's guide to avoiding the pitfalls that leave so many real estate professionals feeling chewed up, spit out, broken, and demoralized. Skip the painful and expensive lessons and learn how to create and sustain the business you've always wanted. Here are the most important, effective, and impactful truths every agent should know. No magic wands. No gimmicks. And no holds barred.

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