



21 Things I Wish My Broker Had Told Me: Practical Advice for New Real Estate Professionals

Frank Cook

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In the second edition of this best-selling book, Frank Cook provides even more hands-on advice from top-producing real estate professionals to help new agents get their start, or maintain, a successful career in real estate. The second edition offers practical tips for fast-tracking your first transaction, developing a marketing strategy, successfully dealing with competitors and much more.

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