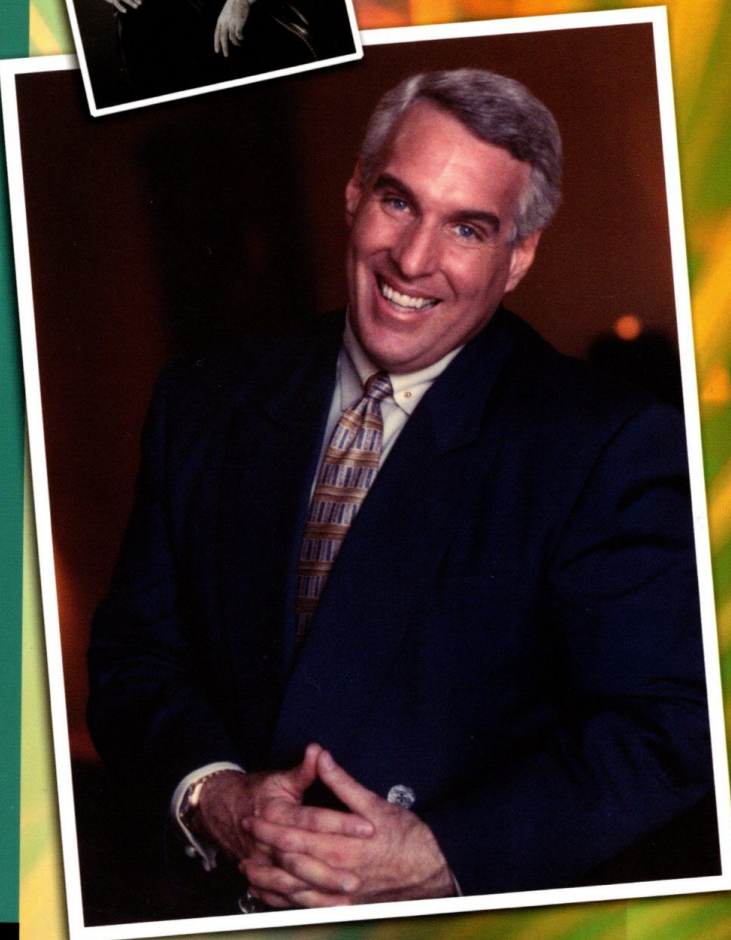
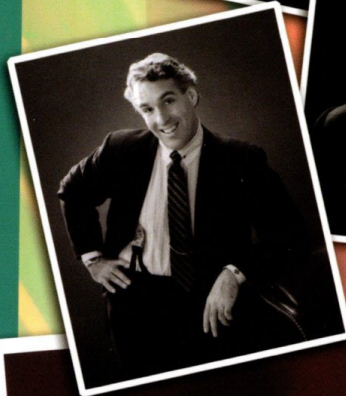
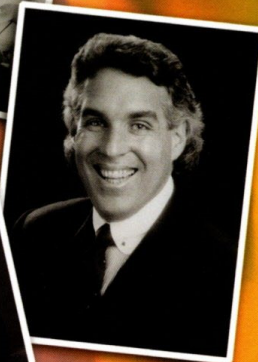
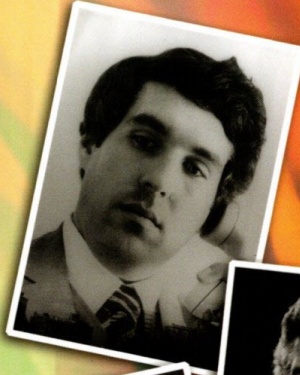


IFI COULD START OVER AGAIN

*A 90-Day Work Plan
For New Agents Or
For Agents Who
Need A Fresh Start*

WALTER S. SANFORD

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- Data CD – *If I Could Start Over Again* is 390 pages in Microsoft Word format broken down into daily activities; a composite book is included as a complete resource in both Microsoft Word and PDF formats

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A handwritten signature in black ink, appearing to be 'W.S.', written in a cursive style.

Walter Sanford
Author
Sanford Systems and Strategies

This Letter Is Important!

Dear Achieving (excuse me – *Soon to Be Achieving...*) Real Estate Professional:

You have either recently passed the real estate examination or you need a new influx of ideas, methods, and motivation to get your career rolling again. The purchase of this system is proof that you are goal-oriented. This system will help you achieve career fulfillment and financial rewards. If this book is used as an owner's manual, it can make you the top-producing agent in your office and, very likely, in your town!

It has been said that the first six months in the real estate business are critical to your longevity and your financial future. In fact, it is at this point that many agents decide to either stay in or get out. This book takes you through the first three of those vital months and guarantees that you will have the tools to stay in the business – and stay in as a superstar producer. Our goal is to give you the tools and the confidence you need to earn the money that you and your family deserve. This system is designed so that you can use it as a daily prompt and an exact plan to follow. **DO NOT DEVIATE!**

Some say that I was one of the top real estate brokers in North America. The reasons are many: I had the best mentors, tools, and backing that anyone could imagine. Over the past thirty years, I have also made hundreds of thousands of dollars'....worth of mistakes. This system – this manual to a real estate agent's life – has been borne from many failures. I have only included the processes that *work!* This should eliminate your desire to experiment for your first six months, if you are just beginning your real estate career (90 days to learn and 90 days to practice!).

Once you have seen the results and have completed this six-month process, feel free to experiment. My guess is you will not want to stray from the plan at all. Personal problems, office schedules, and extremely busy weeks may prevent you from finishing some of the activities in this manual. This is okay. Delays caused from excess business are much better than delays caused from non-business items. It will be okay to extend your three-month program; however, there is no reason why it should not be completed within an eight-month time frame.

This Letter Is Important!
Page 2

This is your workbook and, in every sense of the word, that it is exactly what it will be. I want you to write in it, keep records in it, and comment on the successes you have had. If you maintain the habits developed in this critical three-month period, **YOU WILL BE A SUCCESS!**

I do ask that you adhere to one rule: please do not peek ahead or even work ahead of each day's assignments. There is no reason to worry about tomorrow, the next week, or the next month. In fact, if you do, you may feel overwhelmed because you have not yet learned the easy systems, which support the more advanced systems. I am giving you enough work to take each day on its own. No need to think about more exercises that are not yet due.

Finally, I leave you with a quote: "Luck is opportunity meeting preparation." You soon will become one of the best-prepared real estate agents in your town, ready to take on the opportunities that will soon be available. I am as committed to excellence as I am committed to you. Please do not hesitate to contact our offices should you need further help.

Sincerely,

A handwritten signature in black ink, appearing to be 'Walter Sanford', written in a cursive style.

Walter Sanford
Owner/Originator of Sanford Systems and Strategies

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