

SETTOP
SECRET

INSIDER TRADING

FOR REAL ESTATE AGENTS
BECOMING RICH BY BEING YOUR OWN BEST CLIENT

WALTER S. SANFORD **\$390**

9 AUDIO CDS AND DATA CD INCLUDED

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Product Contents by Folder

- Root Folder – Must-Read-ITR file in both DOCX and PDF formats
- Complete Disks – Individual chapters are combined as single MP3 files
- Data CD – 22 chapters consisting of 348 pages by chapter in Microsoft Word format and a composite book 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

Dedication

To all real estate agents who have seen me go down... and up in the last 30 years and also to my beautiful wife and children who appreciate that I paid attention to the lessons learned from those ups and downs!

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

Walter Sanford
Author
Sanford Systems and Strategies

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Introduction

When I first started investing, I never dreamed that I would become a real estate broker. When I became a real estate broker, I never dreamed that my investing experience and activities would help me so much in my new brokerage business.

As my experience and skill level grew over the years, both businesses -- distinctly different yet parallel in how they both utilized the same tools -- became intertwined to the point where each investment contained aspects of my brokerage business and each brokerage transaction was a potential investment.

Real estate brokers and agents are going to be pleasantly surprised and excited to learn the strategies this book contains. Whether it is obtaining buyers from your tenants or inventory from your sellers, working both businesses at the same time, ethically and honestly, has the potential for greatly increasing your income.

Many times in my real estate brokerage career, I relied upon the gains made through my investing activities to fight the burn out of consistently jumping through hoops for my clients. Both businesses are complimentary and extremely profitable using the conservative methods this book contains.

As a real estate broker and agent, you are going to find that you have a position just like a seat on the stock exchange. You are at ground zero regarding inventory and negotiations that acquire buyers and tenants through the relationships that you foster through both sides of these two great businesses.

I believe that the systems in this book will allow *you* to achieve the dreams held for you and your family – they did for me!

A handwritten signature in black ink, appearing to read 'Walter Sanford', with a stylized, cursive script.

Walter Sanford
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