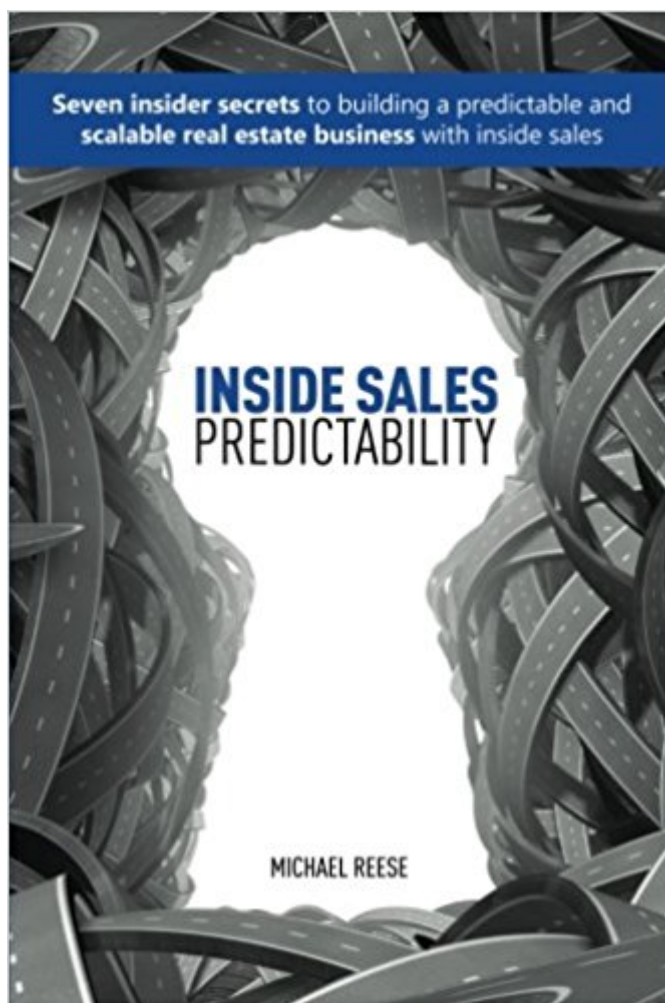


The book was found

Inside Sales Predictability: 7 Insider Secrets To Building A Predictable And Scalable Real Estate Business With Inside Sales



Synopsis

Inside Sales Predictability is a veritable "how to" guide for the Real Estate Business Owner that is tired of working harder and is ready to work smarter. In it, the "WHY" and the "HOW TO" come together in a clear, easy-to-implement and extremely compelling manner. Michael shows you, step by step, how to create leverage, serve preemptive expertise to your marketplace and produce a rich, predictable pipeline of opportunity for your entire team's future. Never fully satisfied, his relentless pursuit of "A Better Way" has brought about a transformative shift in his own business model, and now - as always - Michael is ready to share his insider secrets with you...

Book Information

Paperback: 180 pages

Publisher: CreateSpace Independent Publishing Platform; 1 edition (November 29, 2016)

Language: English

ISBN-10: 153906106X

ISBN-13: 978-1539061069

Product Dimensions: 6 x 0.4 x 9 inches

Shipping Weight: 9.6 ounces (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 10 customer reviews

Best Sellers Rank: #753,036 in Books (See Top 100 in Books) #133 in Books > Business & Money > Real Estate > Sales

Customer Reviews

Since 2002 when Michael Reese decided that Real Estate was the career for him, he has been lauded by the National Association of Realtors as one of their 30 Under 30 Honorees in 2007, ranked as the #17 team worldwide for Keller Williams, co-founded the National Association of Expert Advisors in 2011 AND has helped coach and mentor thousands of agents across Northern America to Exponential Growth in their real estate businesses.

Could use a tighter edit, but really, a very effective and useful book. Really digs in to the meat of hiring an ISA.

I've read this book twice already and it packs quite the punch! It was about time someone "cracked the code" on genuinely predictable lead generation for real estate. Not only is this book the answer, but it offers full insights into what it takes to build a highly

successful inside sales department. If you are looking for ideas and strategies that can make you MILLIONS this book is splattered all over with key points that can transform any real estate sales operation into a predictable lead machine, creating not just one million in profits, but possibly hundreds of millions if the vision is big enough, like ours now is after learning about Inside Sales Predictability in real estate. Michael Reese and the team really brought it on this one, thanks for all the hard work and for opening our eyes into what is truly possible in real estate. I have since bought multiple copies of the book to give out to my Inside Sales Agents to make sure they are bought into the vision, everyone on the team gets it and they're fired up about building our own Inside Sales machine!

About two years ago I read one of Michael Reese's other books, The Miracle Morning For Real Estate Agents, and it changed my life. Since then I've had the privilege of working with Michael and I've seen the inner workings of his highly productive, efficient, and innovative inside sales model for real estate. I realize that I may be biased because I've worked so closely with Michael and seen firsthand the results of the strategies and tactics outlined in this book. When I read Inside Sales Predictability I was surprised to see how well the entire inside sales process was laid out. This is a must-read for any real estate professional looking to get consistency and predictability in their business by leveraging inside sales. We've implemented the exact system that's taught in this book in another industry and it's working extremely well. This is the definitive blueprint for nailing inside sales in real estate. There's nothing else like it in the market.

The level of knowledge we gained from this easy read on the processes of all the tools we were looking for to add an inside sales division to our brokerage firm is top notch! I am so glad we found this book - we already see this book has given us a better direction and processes that will not bottleneck the growth. I highly recommend if you are looking to implement and grow an inside sales division.

Michael Reese cracking the DaVinci Code of selling here! 14 years in business and I never understood how to make my company's inside sales and lead-generation truly PREDICTABLE until reading this book. Our revenue was an emotional rollercoaster every month and driving me to the point of insanity as the owner! Michael's system works! Read, enjoy, and implement immediately!

I've known Michael for several years now. I was fortunate enough to get an early copy of this book

and love it. He is literally the master of inside sales and will give you a turnkey approach to creating a sales machine. From start to finish, get a step by step guide to generate massive sales growth with inside sales agents. You'll learn to produce a predictable revenue stream for your real estate business.

Inside Sales Predictability is a MUST read... Michael Reese is one of the most driven humans on the planet. He's figured out a process that not only streamlines the flow from the point of lead generation to closed transaction, but also ensures future business based on the nurture funnel. The book has given me the tools needed to build a strong ISA department. It's so awesome to have resources like this to use as a "how to" guide that creates a major return on investment within your real estate business. Best wishes and happy selling!

There are those who plant trees and those who sit under them! This book will either give you shade or help you plant that tree for your legacy! Super impressed with the relentless real life pursuit of the best way forward. This book isn't about theory, it's about real life testing, tweaking and tracking done with an insatiable desire to crack the code in building and scaling a predictable pipeline for your real estate business!

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