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By Phd Michael D Zuren

Xulon Press, United States, 2014. Paperback. Book Condition: New. 229 x 155 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.A detailed guide that will help you create a specific personalized plan to achieve a high level of success as a Real Estate Agent Creating your Business Plan Value of a Mentor Developing your Marketing Systems Referral Based Marketing Balance between work and family Advice for New Real Estate Agents Michael D. Zuren has 25 years experience in the mortgage industry. His qualifications include loan officer, branch manager, marketing coordinator, and sales trainer. He holds an M.B.A. from Lake Erie College and a Doctorate in Leadership from the School of Business and Technology at Capella University. Michael has graduated with the highest honors Summa Cum Laude from Capella University. He completed his dissertation utilizing qualitative methodology and the phenomenological approach. He has served as a special assistant to the legislative committee for the Lake and Geauga County Board of Realtors. Mike has achieved president s club status (sales volume) from 1998 to 2010 at various mortgage companies throughout the Midwest. He is a father of 4 children and married to Amy Zuren, who is dedicated to improving...



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