



# Prospecting with Purpose: How to Methodically Grow Your Real Estate Business

*Shannon Ensor*

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## **Prospecting with Purpose: How to Methodically Grow Your Real Estate Business** Shannon Ensor

Whether you're a seasoned agent or just starting out, *Prospecting with Purpose* shows you how to create a sustainable and successful real estate career. In this book you'll learn:

- How to stop the vicious cycle of starting over after each closing.
- The importance of a strong branding package.
- The six primary prospecting components that will keep your business running efficiently.
- How to methodically work each area of your business congruently so you create a strong, professional image and can work smarter.
- Prospecting tactics to boost your career.
- How to manage your schedule and track your success.
- And so much more!

The principles and strategies you'll learn in this book will help you build a strong foundation and stick to it. Downloadable resources accompany the book to help you get started right away. Stop wondering where your next sale is going to come from and get ready for the prosperous career you've desired!

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