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Aaron Kirman is a Los Angeles-based real estate agent and founder of the Aaron Kirman Group. He has sold about \$6 billion worth of real estate over his 25-year career.

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(Note: reading this in August 2015, I am amazed by how little progress has been made in real estate agent database technology in the 12 years since this book

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The Millionaire Real Estate Agent  
summary shows the 3 L's in real  
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on vs. in means in business.

The Millionaire Real Estate Agent  
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Agent's Plan About The Money's About Being The Best You Can Be  
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The Millionaire Real Estate Agent book lays the foundation for agents to be successful in their real estate careers. It provides inspiration and motivation for those just entering the field, as well as seasoned veterans who are trying to grow their career to new heights. Utilizing the Millionaire Real Estate Agent Plan

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