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According to recent surveys, the average real estate agent makes less than \$10,000 a year and close to 90% of new agents will not last more than two years in the business.

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his microtargeting strategy led to this unprecedented success and how to do it in any market. Since then Dan has gone on to co-found Optime Realty, and has helped sell over a billion dollars in real estate.

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I'm new to the industry so I haven't been in most of these situations yet but my brokerage hasn't been super hands on in training so this is great knowledge to have. I also watch Dan's ask the real estate

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