

## *Real Wisdom: How to Start & Sustain a Successful Career in Real Estate.*

*...Math was never my favorite subject in school, but the math I want to share with you here is a fun kind of math. It's an equation that goes something like this: one real estate agent, with one real estate license equals four distinct businesses. And that means four potential income streams!*

*Yep, in my world,  $1+1 = 4$ . Let me tell you how.*

*The first is your real estate sales—how many families you serve in the purchase or sale of a home.*

*The second is investing in real estate yourself. Maybe you'll buy properties and then rent them out. Or maybe you'll purchase properties, renovate them and then sell them for a profit.*

*The third is referrals. Referrals in real estate have been a huge blessing in my life. Once you're licensed in one state as a real estate broker, you can literally refer a client to an agent anywhere in the world and receive a commission for doing so. You make the match between client and agent, and when that transaction closes you get a percentage of that agent's commission on the sale.*

To learn about the fourth (and my favorite!) business, purchase my book, *Real Wisdom: How to Start & Sustain a Successful Career in Real Estate*, on Kindle or in paperback today!