

WHAT IS YOUR POD?

# Point of Difference!

How do you separate yourself from the rest of the Realtors in the business?

**“THE ONLY PLACE YOU WILL FIND SUCCESS  
BEFORE WORK IS IN THE DICTIONARY!”**

**WORK to be the POINT OF DIFFERENCE!**

# Key to Being the Point of Difference!

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Many Shortsales are lost to FORECLOSURE because of the inexperience of the Listing Agent!

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**REFERRAL BUSINESS FOR LIFE!**

# The Serenity Prayer

God grant me the serenity to ACCEPT the things I cannot change, the COURAGE to change the things I can, and the WISDOM to know the difference!

# FRIEND ME ON

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