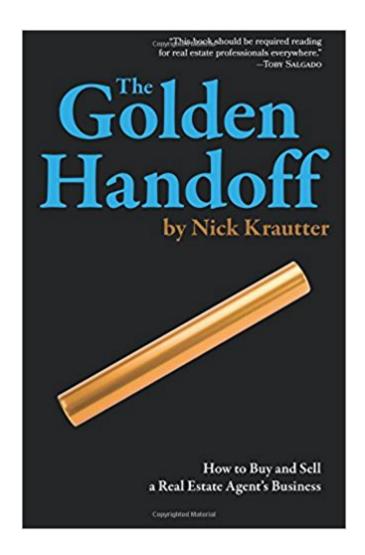


### The book was found

# The Golden Handoff: How To Buy And Sell A Real Estate Agent's Business





## Synopsis

Great client relationships are worth a fortune in the real estate business. But when agents retire, most of those fortunes are simply lostâ "until now. The Golden Handoff solves this problem. Do you want to grow your business? The Golden Handoff has a simple and proven plan to exponentially grow your business by adopting hundreds of clients from agents when they retire. Do you want to retire but canâ ™t just walk away? The Golden Handoff shows you how to pick the right agent to adopt your clients and ensure you have income for years to come.

#### **Book Information**

Paperback: 168 pages

Publisher: Real Estate Business Press (October 1, 2015)

Language: English

ISBN-10: 0996814604

ISBN-13: 978-0996814607

Product Dimensions: 5.5 x 0.4 x 8.5 inches

Shipping Weight: 12.6 ounces (View shipping rates and policies)

Average Customer Review: 4.9 out of 5 stars 12 customer reviews

Best Sellers Rank: #299,085 in Books (See Top 100 in Books) #55 in Books > Business & Money

> Real Estate > Sales #73 in Books > Business & Money > Management & Leadership >

Consolidation & Merger #300 in Books > Business & Money > Real Estate > Buying & Selling Homes

#### **Customer Reviews**

"Nick Krautter has done a phenomenal job of documenting his success with one specific strategy that will increase every real estate professional's business when implemented correctly."-Jesse Garcia, Co-Founder and CEO of Pipeline Wizard "What's next in the real estate industry? After reading The Golden Handoff, this is definitely something to learn, master, and implement."-Lisa Archer, CEO of Live Love Homes, Keller Williams, Mega Agent Expansion "I've interviewed over 500 of the nation's real estate top performers, and Nick's strategy presents a new model for real estate agents. This book should be required reading for real estate professionals everywhere."-Toby Salgado, Managing Director of Real Estate Radio Experts, host of award-winning Super Agents Live podcast, and best-selling author of Utilizing Radio as a Real Estate Agent "The Golden Handoff is the new playbook for any brokerage that not only wants to recruit agents and grow their operation but also wants to make sure that current business stays under their roof when agents retire."-Steve

Yeager, Vice President of Sales at Old Republic Title, Oregon "The Golden Handoff is the perfect resource for any real estate agent looking to grow their business efficiently and effectively or for those agents retiring or transitioning into something different that don't want to simply walk away from their years of hard work."-Patrick Woods, CEO and Team Leader Keller Williams Roseville, CA "The Golden Handoff identifies and lays out both a path that can help you learn from the success of others and accelerate the growth of your business. Nick Krautter does a brilliant job of explaining how he has successfully executed the Golden Handoff and how you can do the same."-Pat Hiban, New York Times International Best-Selling Author of 6 Steps to 7 Figures: A Real Estate Professional's Guide to Building Wealth and Creating Your Own Destiny

Nick Krautter is a Realtor in Portland, Oregon, where he leads a team and frequently serves as a real estate expert for the media. Krautter is an avid golfer, writer, reader, and talker who enjoys all the food, drink, and adventures that can be found in the great Northwest.

There is no roadmap for agents who are looking at an exit strategy. This is a great guide for retiring agents and how to create passive income.

This book is a great read for Realtors. Nick gives a brilliant way for a Realtor to grow their business and the perfect approach for a retiring Real Estate agent to continue to benefit from years of hard work and success. The book also includes great insight into systems and tools that any Realtor can benefit from learning more about.

Just what was expected. Thanks.

This book is transformative in the way that it allows real estate agents to see their business. No longer is it just a sales profession business and the day you stop selling is the day you stop earning. Instead, an agent can see their database and brand as a legitimate asset that can pay them into the retirement years or on into their next venture. Similarly, for those agents wanting to grow fast, this book has changed my paradigm on how one can grow a business quickly. Creating a blueprint for integrating the M&A concept into an agent's business is brilliant and timely.

This book contains some SUPER simple strategies that can quickly give anyone's real estate business a quantum leap forward. I have seen this work first hand for Nick, and there is no reason

why it wouldn't work for anyone else too. Very clear tactical advice, easy to read and should be simple to execute. Like real estate itself, it is simple ... but not easy. For a motivated young agent with a serviceable client follow up system, the contents of this book will be like adding gas to your fire. It is a win-win-win all the way, super smart ideas here.

This is truly the only prospecting strategy I have never seen discussed in another real estate book. Further, I thought the concept was a unicorn -- that it didn't exist. The Golden Handoff has me revisiting my business plan in perfect timing for 2016. Also, the book is very well organized, intelligent, and clear. Love it.

Great read. Simple straight forward and one of the few times a new concept has been introduced into the real estate sea of business strategy. Great ideas as a growing business; great path for a retiring agent. It strengthened my resolve to continue focusing on the number 1 priority; service. Karim

Nick Krautter has provided a tool for Realtors that will enable us to improve our lives from the first day we read his book, on! Thank you Nick. This is what I have been struggling to figure out on my own for the past decade, and now here it is in a clearly spelled out design. What a delightful read!

Download to continue reading...

The Golden Handoff: How to Buy and Sell a Real Estate Agent's Business Hawaii Real Estate Wholesaling Residential Real Estate Investor & Commercial Real Estate Investing: Learn to Buy Real Estate Finance Hawaii Homes & Find Wholesale Real Estate Houses in Hawaii The Smart Real Estate Investor: Real Estate Book Bundle 3 Manuscripts Expert Strategies on Real Estate Investing, Finding and Generating Leads, Funding, Proven Methods for Investing in Real Estate Real Estate: 25 Best Strategies for Real Estate Investing, Home Buying and Flipping Houses (Real Estate, Real Estate Investing, home buying, flipping houses, ... income, investing, entrepreneurship) The Smart Real Estate Investor: Real Estate Book Bundle 2 Manuscripts Expert Strategies on Real Estate Investing, Starting with Little or No Money, Proven Methods for Investing in Real Estate Real Estate: 30 Best Strategies to Prosper in Real Estate - Real Estate Investing, Financing & Cash Flow (Real Estate Investing, Flipping Houses, Brokers, Foreclosure) The Honest Real Estate Agent: A Training Guide for a Successful First Year and Beyond as a Real Estate Agent How to Start Your Own Real Estate Photography Business!: A Step-by-Step Guide to Show You How to Begin Your Own Real Estate Photography Business in 14 ... for real estate, photographing houses) A Guide to

MAKING IT in Real Estate: A SUCCESS GUIDE for real estate lenders, real estate agents and those who would like to learn about the professions. Infinite Real Estate ROI: The "Silver Bullet" Method of Real Estate Investing to Control Over \$10 Million Worth of Real Estate With No Ca\$h, No Credit and No Partners Florida Real Estate Law and Practice Explained (All Florida School of Real Estate - Florida Real Estate Mastery) (Volume 1) Real Estate: Passive Income: Real Estate Investing, Property Development, Flipping Houses (Commercial Real Estate, Property Management, Property Investment, ... Rental Property, How To Flip A House) Confessions of a Real Estate Entrepreneur: What It Takes to Win in High-Stakes Commercial Real Estate: What it Takes to Win in High-Stakes Commercial Real Estate How to Make it Big as a Real Estate Agent: The right systems and approaches to cut years off your learning curve and become successful in real estate. The HyperLocal HyperFast Real Estate Agent: How to Dominate Your Real Estate Market in Under a Year - I Did It and So Can You! Real Estate Investing: 3 Manuscripts: How to Become Successful on a Property Market; How to Flip Houses for Passive Income; How to Become a Successful Real Estate Agent Death of the Traditional Real Estate Agent: Rise of the Super-Profitable Real Estate Sales Team So, You Want To Be A Real Estate Agent: A Real Estate Primer The Real Estate Sales Secret: What Top Real Estate Listing Agents Do Today to Sell Tomorrow A Revolution in Real Estate Sales: How to Sell Real Estate

Contact Us

DMCA

Privacy

FAQ & Help