



Be The Better Broker, Volume 2: Days 1-100 As A New Broker, Building Lasting Foundations and Surviving in the Meantime

Dustan Woodhouse

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MORE FILES CLOSED, LESS TIME LOST

Volume 2 of Be the Better Broker brings you the essential steps to reach this goal.

Whether you are a rookie or an established Broker, this is the guide you need to lay the foundations for long-term success.

Author Dustan Woodhouse has packed this book with dozens of tips and lessons gleaned from personal experience processing over 1,300 mortgage files and taking in over 2,000 applications verbally. You'll learn...

- The old-school piece of technology that's every broker's best friend
- How to have a complete application built by the time the very first phone call ends
- When smart brokers decide to walk away from a file
- Where to invest your marketing dollars (and where you'd just be throwing that money away)
- How to trade cold-calling for warm-calling
- How the "paycheque mentality" can sink your business, and what to do about it

Every step, every tip, every process is aimed at building long-term relationships with clients and referral partners alike. It's all designed to get you to the holy grail of a referral-only business.

Your mantra? *Get the application.*

Here's how to do it.

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