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host of *Watch What Happens Live* . . . and *New York Times* bestselling author of *Superficial*

SELL IT LIKE SERHANT

HOW TO SELL MORE, EARN MORE, AND
BECOME THE ULTIMATE SALES MACHINE

RYAN SERHANT

Star of Bravo's *Million Dollar Listing New York* and *Sell It Like Serhant*



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Serhant: How to Sell More,
Earn More, and Become
the Ultimate Sales Machine
(pdf) Ryan Serhant**

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Synopsis book

This national bestseller is a lively and practical guide on how to sell anything and achieve long-term success in business. Ryan Serhant was a shy, jobless hand model when he entered the real estate business in 2008 at a time the country was on the verge of economic collapse. Just nine years later, he has emerged as one of the top realtors in the world and an authority on the art of selling. *Sell It Like Serhant* is a smart, at times hilarious, and always essential playbook to build confidence, generate results, and sell just about anything. You'll find tips like: The Seven Stages of Selling How to Find Your Hook; Negotiating Like A BOSS; How to Be a Time Manager, Not a Time Stealer; and much more! Through useful lessons, lively stories, and vivid examples, this book shows you how to employ Serhant's principles to increase profits and achieve success. Your measure of a good day will no longer depend on one deal or one client, wondering what comes next; the next deal is already

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