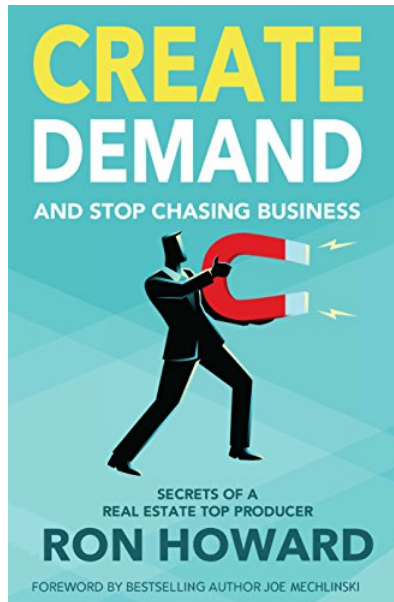


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Ron Howard knew he would never be good at cold calling, door knocking or chasing business. He developed an alternate route to achieve the #1 rank in his market, selling over 500 homes last year-and he's not even a foreclosure agent. In *Create Demand and Stop Chasing Business*, top real estate producer Ron, shares his simple, but powerful tips on how to build your business without the chase. A Realtor honored by the Daily Record as one of Maryland's most influential people due to his non-profit work, Ron shares concepts that helped him become one of the top real estate teams in the country, as ranked by The Wall Street Journal. Through stories, humor, and dozens of practical tips, he shows you how to focus on creating demand, so you can stop chasing business. In these pages, you'll discover: How to stand out with massive effort branding How to adopt a performance mindset and give true 110% effort How to connect with people better through simple relationship-building science Why you should focus on friends, not funnels How to fix your social media feed You are surrounded by potential clients...but only if you stop chasing them away.

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