



Pro Tip: Sharran Srivatsaa on Sustainable Business Growth

Welcome to Boost Your Biz, C.A.R.'s newest monthly newsletter delivering the info you need to supercharge your business. Let's kick things off with some words of wisdom from Sharran Srivatsaa, real estate coach and CEO of Kingston Lane.

According to Srivatsaa, if you encourage your clients to call you anytime, day or night, your round-the-clock mentality could be chipping away at not just your personal life, but your productivity as well. Listen as he shares his advice for REALTORS® seeking to

grow their businesses while maintaining time and space for their health and families.

WATCH

Money Corner: "How I Increased Production by 186 Percent in One Year"

By focusing on revenue-producing tasks above all else, San Francisco-based REALTOR® Shawn Kunkler was able to increase production from \$7 million to \$20 million in just one year. Here's his advice for REALTORS® seeking similar growth.

READ MORE



- ✓ Sources for Loans
- ✓ DPA
- ✓ Credit Planning

STEPS to prep your clients for homeownership.

Marketing You: "You're Selling Experiences, Not Houses"

Research shows that nearly 75 percent of Americans prefer having meaningful experiences over accumulating stuff. It's a phenomenon called the "Experience Revolution" — and brand innovator Dustin Garis believes that it's the next frontier of real estate marketing.

[READ MORE](#)

HOW TO MAKE A \$MILLION DOLLARS SELLING REAL ESTATE

No charge 3 hour Bootcamp reveals proven strategies to break through the ceiling on production while working less hours. Only serious agents looking for massive growth should [>>> MORE](#)

Tech Hub: 3 Video Trends You Should Be Implementing in 2020

Over 50 percent of marketers list video as the type of marketing with the highest return on investment. Hear from Kelly LeClair, San Clemente REALTOR® and video marketing coach, on the three

trends you should be following to get the most bang for your marketing buck this year.

[READ MORE](#)

COMMITTED TO THE HEALTH OF YOUR BUSINESS AND INDUSTRY?

C.A.R.'s [REALTOR® Action Fund](#) may be right up your alley.

Getting Clients: New Year, New Lead Gen

It's a brand-new decade, which means it's the perfect time to rethink your strategy for lead generation. Read on for two new tactics that will be sure to help you fill your 2020 pipeline ... and one tactic you should leave behind in 2019.

[READ MORE](#)

Want to Be Featured in Boost Your Biz? Share Your Story!

Have you radically increased your business output? Do you have a marketing strategy that's working wonders for you? Email your story to creditor@car.org for a chance to be featured in Boost Your Biz and to share your tips with your fellow REALTORS®

EMAIL US

This message was sent to %%email%%. Visit your [subscription management page](#) to unsubscribe or modify your email communication preferences. To update the email address to which this newsletter is sent, please contact your local association.

Advertising Inquiries: learn how you can [advertise in this email newsletter](#).

For permission to reprint content from this mailing, please complete this [request form](#).

Copyright © %%current_year_YYYY%%, All rights reserved.