

*The Original New Agent's Guide To*

# Starting & Succeeding in

# Real Estate



*"So, I've Got My Desk & Business Cards,  
Now What?"*

**Mark Nash**

*A Real Estate Agent Who  
Became A "Top 5%" Salesperson  
With Prudential Real Estate In Just 3 Years*

**2002  
Edition**

# Original New Agents Guide To Starting And Succeeding In Real Estate

**Lowell R. Hodgkins**



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