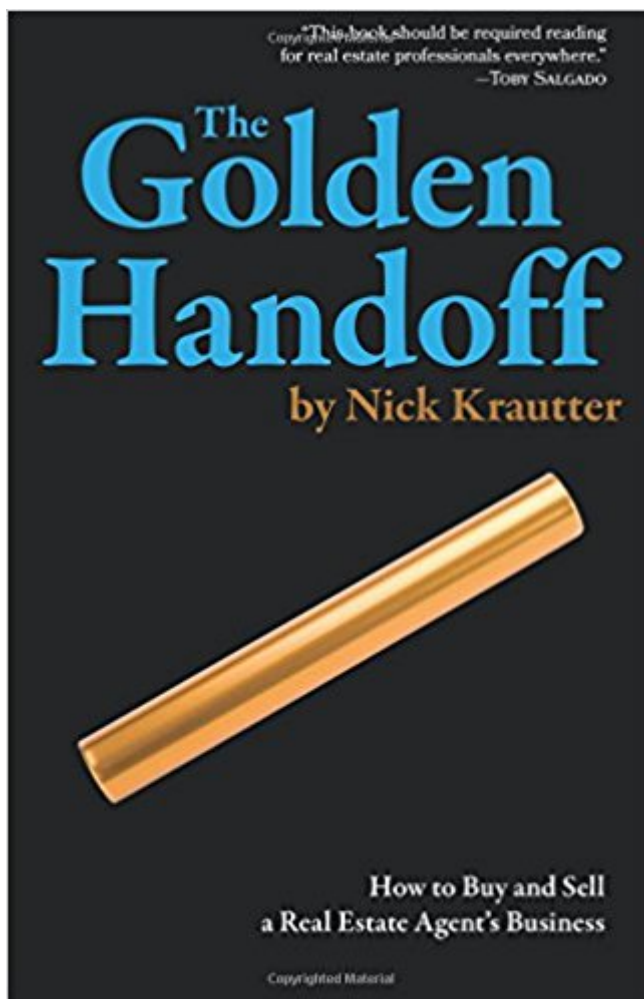


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# The Golden Handoff: How To Buy And Sell A Real Estate Agent's Business



## Synopsis

Great client relationships are worth a fortune in the real estate business. But when agents retire, most of those fortunes are simply lost—until now. The Golden Handoff solves this problem. Do you want to grow your business? The Golden Handoff has a simple and proven plan to exponentially grow your business by adopting hundreds of clients from agents when they retire. Do you want to retire but can't just walk away? The Golden Handoff shows you how to pick the right agent to adopt your clients and ensure you have income for years to come.

## Book Information

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## Customer Reviews

"Nick Krautter has done a phenomenal job of documenting his success with one specific strategy that will increase every real estate professional's business when implemented correctly."-Jesse Garcia, Co-Founder and CEO of Pipeline Wizard "What's next in the real estate industry? After reading The Golden Handoff, this is definitely something to learn, master, and implement."-Lisa Archer, CEO of Live Love Homes, Keller Williams, Mega Agent Expansion "I've interviewed over 500 of the nation's real estate top performers, and Nick's strategy presents a new model for real estate agents. This book should be required reading for real estate professionals everywhere."-Toby Salgado, Managing Director of Real Estate Radio Experts, host of award-winning Super Agents Live podcast, and best-selling author of Utilizing Radio as a Real Estate Agent "The Golden Handoff is the new playbook for any brokerage that not only wants to recruit agents and grow their operation but also wants to make sure that current business stays under their roof when agents retire."-Steve

Yeager, Vice President of Sales at Old Republic Title, Oregon "The Golden Handoff is the perfect resource for any real estate agent looking to grow their business efficiently and effectively or for those agents retiring or transitioning into something different that don't want to simply walk away from their years of hard work."-Patrick Woods, CEO and Team Leader Keller Williams Roseville, CA "The Golden Handoff identifies and lays out both a path that can help you learn from the success of others and accelerate the growth of your business. Nick Krautter does a brilliant job of explaining how he has successfully executed the Golden Handoff and how you can do the same."-Pat Hiban, New York Times International Best-Selling Author of 6 Steps to 7 Figures: A Real Estate Professional's Guide to Building Wealth and Creating Your Own Destiny

Nick Krautter is a Realtor in Portland, Oregon, where he leads a team and frequently serves as a real estate expert for the media. Krautter is an avid golfer, writer, reader, and talker who enjoys all the food, drink, and adventures that can be found in the great Northwest.

There is no roadmap for agents who are looking at an exit strategy. This is a great guide for retiring agents and how to create passive income.

This book is a great read for Realtors. Nick gives a brilliant way for a Realtor to grow their business and the perfect approach for a retiring Real Estate agent to continue to benefit from years of hard work and success. The book also includes great insight into systems and tools that any Realtor can benefit from learning more about.

Just what was expected. Thanks.

This book is transformative in the way that it allows real estate agents to see their business. No longer is it just a sales profession business and the day you stop selling is the day you stop earning. Instead, an agent can see their database and brand as a legitimate asset that can pay them into the retirement years or on into their next venture. Similarly, for those agents wanting to grow fast, this book has changed my paradigm on how one can grow a business quickly. Creating a blueprint for integrating the M&A concept into an agent's business is brilliant and timely.

This book contains some SUPER simple strategies that can quickly give anyone's real estate business a quantum leap forward. I have seen this work first hand for Nick, and there is no reason

why it wouldn't work for anyone else too. Very clear tactical advice, easy to read and should be simple to execute. Like real estate itself, it is simple ... but not easy. For a motivated young agent with a serviceable client follow up system, the contents of this book will be like adding gas to your fire. It is a win-win-win all the way. super smart ideas here.

This is truly the only prospecting strategy I have never seen discussed in another real estate book. Further, I thought the concept was a unicorn -- that it didn't exist. The Golden Handoff has me revisiting my business plan in perfect timing for 2016. Also, the book is very well organized, intelligent, and clear. Love it.

Great read. Simple straight forward and one of the few times a new concept has been introduced into the real estate sea of business strategy. Great ideas as a growing business; great path for a retiring agent. It strengthened my resolve to continue focusing on the number 1 priority; service. Karim

Nick Krautter has provided a tool for Realtors that will enable us to improve our lives from the first day we read his book, on! Thank you Nick. This is what I have been struggling to figure out on my own for the past decade, and now here it is in a clearly spelled out design. What a delightful read!

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