



# Eight Secrets of the Top Performing Agents

*Bill Whitley*

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## **Eight Secrets of the Top Performing Agents** Bill Whitley

Client conversations that build trust and deepen relationships. Top performing agents are 3 to 5 times more productive than typical agents. After researching and interviewing top performing Multi-Line Agents, Bill uncovered eight best practices that the top agents consistently do to increase their production, retain the best team and hold team members accountable. Bill blended this research with his 20 years of message development expertise to create this program. The result is an inspiring but practical half day seminar. After attending the seminar, agents report they not only increase their closing ratio, they also write more lines per customer. This book shares every story, word track and conversation from Bill Whitley's popular "Eight Secrets of the Top Performing Agents" seminar. If you want to implement what Whitley teaches in his seminar, this book will help you do it.

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