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About Daniel Lesniak. Daniel began his career in real estate in 2012 after having successful careers both as a Naval Submarine Officer and Defense Contractor. His HyperLocal strategy led to one of the fastest starts in real estate history, generating over \$22 million in transaction volume his first year. LEARN MORE.

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The HyperLocal HyperFast Real Estate Agent reads hyperfast! Dan doesn't waste any time in getting into his recipe for success. If you are a new agent or an agent that wants to break through to higher level of sales, this is the book for you. This is not a book that offers a few pointers and leaves you begging for the formula to success.

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In The HyperLocal, HyperFast Real Estate Agent, Dan tells how he used the Segmentation, Targeting and Positioning (STP) framework to identify potential markets and choose which ones to go after and how to add massive value to the consumers in that market. This book will teach you how to use the STP framework to enter new markets or increase market share in your existing markets by adding more value to

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your potential clients and communicating your value proposition to the market.

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