



Press Release: Announcing New Real Estate Book *Blueprint for 100 Deals*

San Diego, CA (October 2011) - Alan Shafran and Rick Bengson announce their co-authored new [real estate book](#) for sales, strategies, technology, *Blueprint for 100 Deals or More Than \$1 Million Per Year in Income*. The book is primarily written for aspiring and current REALTORS®, Brokers, Offices and Teams. Paperback book and Kindle digital version now available for sale at www.BlueprintFor100Deals.com. Nook and Sony Reader versions to be released soon.

Alan Shafran has continuously sold over 100 homes per year and is consistently in the top 1% of the nation's real estate professionals. In this new book, Alan is revealing the real estate sales strategies that have helped him succeed in selling over 100 homes and earning more than \$1 million every year, even during the most volatile market conditions.

Key Topics

[Blueprint for 100 Deals](#) is the real estate book that provides inside information on real estate technology, marketing, teams, negotiations, and more.

- Real Estate Technology and Systems
- Marketing Tools
- Negotiation Concepts
- Working with Sellers and Buyers
- Client and Team Communication
- Building a Top Producing Team

Alan's top real estate sales strategies and formulas for a successful business are noted throughout the book. Key 100 tips highlight crucial concepts real estate professionals can follow in order to achieve their 100-deal goal, while still having time left for family life.

Alan Shafran's success as a top producer is attributed to his use of these exact systems and concepts. Now, real estate professionals can get ideas that they can bring to their business too, to work towards closing 100 deals and reaching \$1 million in commissions per year in any market.

Order Details

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For more information, visit www.BlueprintFor100Deals.com.