



## ***REAL ESTATE WEEKLY***

Serving America's #1 Market

JULY 27, 2011



REBNY's July Sales Agent Boot Camp featured Barak Dunayer of Barak Realty speaking on "Running It Like A Business." He emphasized the hallmarks of a great business: manageable, predictable and scalable. An agent must get organized, put a plan in place and be held accountable for productivity. Dunayer — pictured center with Shaun Meller and Marc Sokobin of Bank of America — believes success lies in doing three things well: Sales and Marketing, Customer Service and Financial Management. REBNY's Sales Agent Boot Camps are offered quarterly. For REBNY Events calendar, go to [www.rebny.com](http://www.rebny.com).