



# 6 Steps to 7 Figures: A Real Estate Professional's Guide to Building Wealth and Creating Your Own Destiny

By Pat Hiban

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**6 Steps to 7 Figures: A Real Estate Professional's Guide to Building Wealth and Creating Your Own Destiny By Pat Hiban**

**FROM THE NEW YORK TIMES BESTSELLER**

**Your 7-figure real estate income is 6 simple steps away.**

Pat Hiban is not a career author who writes theoretically about building wealth--he's a working real estate professional who has compiled two decades' worth of invaluable experience into this manual, which combines motivational success strategies with practical tips for flourishing in real estate. In it, you'll learn how Pat:

- went from being a raging workaholic to taking 153 days off each year
- raised his average sales price from \$92,000 to over \$450,000 in four simple steps
- went from \$13,000 in yearly commissions to over \$5 million yearly
- went from zero foreclosure listings to over 325 in twenty-four months
- got his team revved up by humiliating himself on YouTube
- landed more customers by dressing up as Dracula
- turned the worst market in decades into profit in new areas
- learned some of his best tactics through authorized stealing from his competitors

Including a 7-Figure Game Plan at the end of each chapter and an appendix of helpful forms and worksheets, *6 Steps to 7 Figures* contains all the tactics that the best real estate agents use to build and promote their businesses--and live the life of their dreams.

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### **Editorial Review**

From the Author

As I left the funeral of a friend of mine who died from kidney cancer I had a vision of a barrel of monkeys. Remember the little plastic monkeys that you hang from each other , arm to arm?

My friend was a public high school football coach. The church was full of young men he had mentored. One by one they stood up and gave eulogies of what Coach Ken had taught them. Coach Ken was immortal. Hundreds of mentees would spread his beliefs and values to their younger brothers, their own children and to all the employees they ever manage in their long lifetimes. I realized that although I could count over 65 mentors in my 25 years of Real Estate sales , I had very little mentees. I saw myself as a plastic monkey from the barrel who had many monkeys pulling him up but none below that he was lifting up himself.

Writing a book for me was the fastest and most efficient way for me to build more plastic monkeys below me than existed above me. It was a way to build mentees. It was a way to share with the younger generation of today's real estate agents what 65 other real estate mentors shared with me and then mix it up with all of my real life stories of what went right and what went wrong in my long and prosperous career on the front lines of the residential real estate game.

I've always been fascinated by agents who set goals and then think that miraculously they will come true. Of course most never do come true. My hope is this book is used as a road map to get you from the point of setting a goal all the way to the point of achieving that goal. I believe it is a clear description of the roads and the trails that take you from here to there and when followed equal ultimate success.

From the Inside Flap

"Pat's message removes whatever excuse one might use as to why they can't succeed. I can't see why anyone serious about making it in the real estate business would not read this book."

--Floyd Wickman, National Speakers Hall of Fame;  
over one million real estate audio programs sold

"Being a real estate coach I see good agents and great ones. Pat Hiban offers a step-by-step approach to take your business to the next benchmark. His game plan will help you build your business to 50 . . . 100 . . . 500 transactions."

--Dianna Kokoszka, president, MAPS Coaching

"Anyone who has sold over five hundred homes per year should be paid attention to by both the novice and highly experienced real estate agents."

--Craig Proctor, founder, Quantum Leap System

"This book applies to all types of small businesses. I have made it a must-read for all of our coaches and clients! Thanks for sharing your pain, successes, and family values!"

--Bob Corcoran, Corcoran Consulting and Coaching

"I have paid thousands of dollars to attend conferences where I have received less than 1 percent of the ideas that Pat Hiban's book provided me! A must-read!"

--Ben Kinney, author of Social with Jay Papasan,

Social Media Futurist and top real estate agent

From the Back Cover

## YOUR 7-FIGURE REAL ESTATE INCOME IS 6 SIMPLE STEPS AWAY

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"In *6 Steps to 7 Figures*, Pat Hiban has created a blueprint for a good income and a good life. highly recommended."

--Brian Buffini, chairman and founder, Buffini & Company

"Save yourself decades of learning real estate sales the hard way. Read Pat's book and place yourself on a fast track to become the top agent in your office, maybe even the entire company!"

--Stefan Swanepoel, bestselling author of *Surviving your Serengeti: 7 Skills to Master Business and Life*

## Users Review

### From reader reviews:

#### John Ferguson:

The feeling that you get from *6 Steps to 7 Figures: A Real Estate Professional's Guide to Building Wealth and Creating Your Own Destiny* is a more deep you searching the information that hide within the words the more you get interested in reading it. It doesn't mean that this book is hard to know but *6 Steps to 7 Figures: A Real Estate Professional's Guide to Building Wealth and Creating Your Own Destiny* giving you buzz feeling of reading. The copy writer conveys their point in particular way that can be understood by means of anyone who read it because the author of this publication is well-known enough. This kind of book also makes your current vocabulary increase well. Therefore it is easy to understand then can go along with you, both in printed or e-book style are available. We propose you for having this *6 Steps to 7 Figures: A Real Estate Professional's Guide to Building Wealth and Creating Your Own Destiny* instantly.

**Tracy Brown:**

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**Tanya Wilson:**

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