

# CHARLOTTE BUSINESS JOURNAL

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## **Around the Region**

### **News & Notes**

The co-author of *The Millionaire Real Estate Agent* recently told about 400 Charlotte-area real estate agents they should be more businesslike, focusing on profit-and-loss statements and goals for the future.

"For most agents, the only reason they kept accounts was to show they don't make money," Dave Jenks, who wrote the book with Gary Keller, told agents at a seminar late last month in Charlotte. Keller is a founder of Keller Williams Realty International, which has offices in Iredell County and Charlotte.

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