# Connect: How a rookie made $100K in 12 months

How do you go from making no money to earning a six-figure-plus gross commission income in 12 months — without using online leads or referrals?

Meet Joe Hartsell, who talked about how he did it with Katie Maxwell on stage at Inman Connect New York.

*Create your own success story at Inman Connect New York 2020, where over 4,000 industry professionals gather to forge new relationships, share tactical takeaways and discover the latest technology to boost their bottom line. Kickoff the new year with the top producers, leading brokers and industry experts who are shaping the future of real estate, January 28-31 at the Marriott Marquis in Times Square.*

*Thinking of bringing your team? There are special onsite perks and discounts when you buy tickets together. Contact us to find out more.*

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