Indie Broker Summit NY 18: Calculated risk is essential for great success

"You're my people!" said Silicon Valley Realtor Ken DeLeon onstage at Inman Connect New York's Indie Broker Summit. "We're the entrepreneurs of real estate, we're the innovators, we're the disruptors, we're the agents of change. The big box retailers are not going to change the game -- it's up to us to do so, and let's have some fun while doing it." Listen to hear how DeLeon became the no. 1 real estate agent in the nation in 2012 (according to rankings by the Wall Street Journal and Real Trends), in just nine years since starting in the business by shifting his mindset, separating himself, being bold and aggressive, and turning what most would call a tragedy into something positive. Watch more sessions from ICNY 18 here. Email Inman...

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