



# **Work by Referral: Live the Good Life! Proven Strategies for Success and Happiness in the Real Estate Business**

*Brian Buffini, Joe Niego*

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## **Work by Referral: Live the Good Life! Proven Strategies for Success and Happiness in the Real Estate Business** Brian Buffini, Joe Niego

You don't have to be in real estate or lending a long time to realize that your business and life are interconnected. Naturally, your business can have a positive impact on your personal life, such as offering the potential to earn a significant income and the ability to work flexible hours. But our business also tends to be all-consuming, which can quickly rob agents and lenders of any life outside of work.

Each circle in the Buffini & Company logo represents one of the five major areas of a person's life: Spiritual, Family, Business, Financial and Personal (Physical and Emotional).

The circles are joined to show that one area of life affects all the others.

Buffini & Company is excited to share with you the Working by Referral system, which takes a holistic approach to operating your business so that all five circles in your life remain linked in harmony.

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