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Why is it so short? Because it is a prelude of sorts to his primary book of a similar title Youtility, Why Smart Marketing is about Help not Hype. This book for Real Estate is not just a primer for his Youtility book, it provides the reader with actual examples of the principles he teaches in regards to creating a demand for your service or ...

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~~Youtility for Real Estate Co-written with digital marketing expert Erica Campbell Byrum from Homes.com and ForRent.com, Youtility for Real Estate: Why Smart Real Estate Professionals are Helping not Selling~~ takes the core premise of Youtility – making your marketing so useful, people would pay for it – and shows how it works for the real estate business.

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