

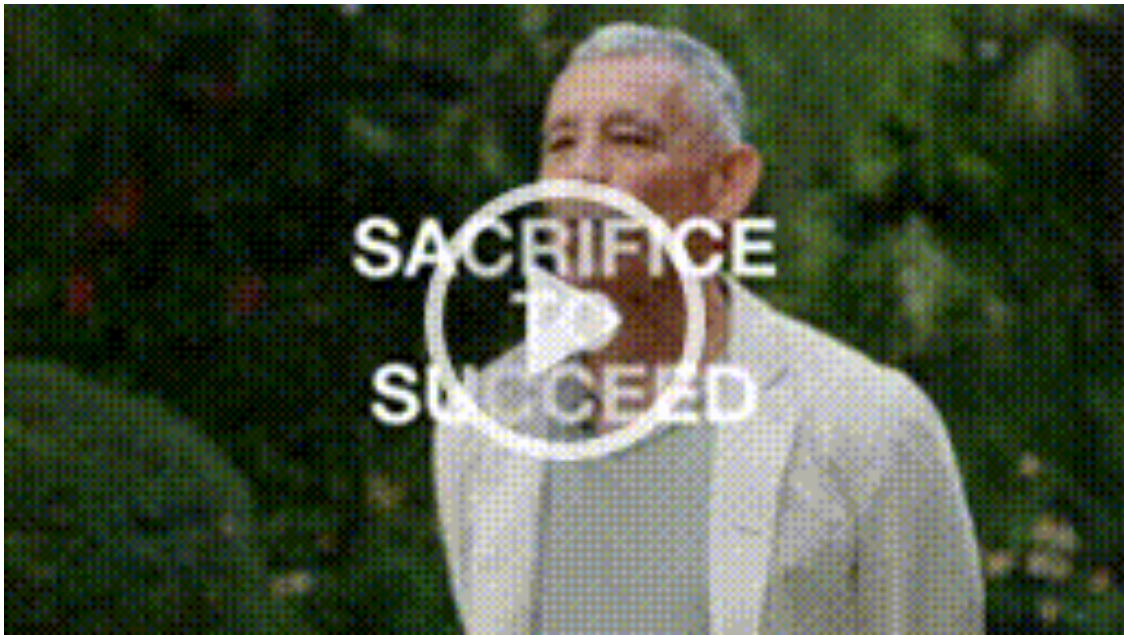


The Core Truth series was created to share my 50-years of experience in the real estate industry as a top-producing agent, manager, executive, and as co-founder of Teles Properties. It is my way of giving back as so many have unselfishly done for me over the years. I hope you enjoy the content and find it useful for your endeavors.

**To watch The Core Truth and other content from me, follow me on social media and watch the video below.**

**Just search for Peter Hannis Hernandez to connect.**

**#THECORETRUTH:**  
Sacrifice to Succeed



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## **Douglas Elliman Returns to The Hampton Classic Horse Show for 27th Consecutive Year**

Douglas Elliman Realty announced today that it will sponsor the Douglas Elliman Grand Prix Qualifier at the 2023 Hampton Classic Horse Show, which runs from August 27 to September 3 in Bridgehampton, New York. An official sponsor of The Hampton Classic since 1996, Elliman celebrates its 27th consecutive year of partnership with the renowned equestrian event.

“We are tremendously proud to continue our sponsorship of this beloved summer institution,” said Howard M. Lorber, Executive Chairman, Douglas Elliman. “From the idyllic setting to the caliber of athleticism on display, The Hampton Classic truly exemplifies the beauty, majesty and sheer excitement of equestrianism.”

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[On Peter's Mind](#)





## **How Are You Spending Your Time at the Office?**

My older brother always said to be the first one in and the last one out and don't hang around the water cooler. Focus on your business. An office is not a country club. If you want to join a club, join one. Real Estate offices are for selling real estate. Just try and hang out with a top producer. They are way too busy and dedicated to be goofing around. Time is money, and time waits for no one. Top producers maximize their time. Here I am at the Newport Beach office at 8 a.m. I am the first one here and had an hour and 20-minute drive from Point Dume. I am still following his advice. I wonder what the rest of the world is up to. Success leaves clues.

**Featured Listing**



## Just Listed in Colorado: Two Mile Ranch

One of the largest, most historic ranches remaining in the upper valley, this Rocky Mountain paradise is set on approx. 245 secluded acres with 7 extremely rare, custom-built residences—all with their own jaw-dropping, artistic aesthetic. Surrounded by National Forest Land and featuring open pastures, creeks, ponds, forests, and wildlife, the one-of-a-kind ranch is a sanctuary centered around its 2 miles of private access along Woody Creek. The ranch is conveniently located in close proximity to Aspen, with excellent hiking and biking trail access right at your door.

**[3448 Woody Creek Road | Woody Creek, CO](#) | \$68,000,000**

*Listed by: Raifie Bass*

[Explore The Property](#)

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Douglas Elliman

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**Marketing & Branding**





Guide for Real Estate Agents

# MASTERING LINKEDIN

HOW TO USE LINKEDIN TO CONNECT WITH POTENTIAL LEADS AND CLIENTS

LinkedIn is more than just a job search platform. It's a powerful tool for connecting with potential leads or clients. Here's how to make the most out of LinkedIn.

## Join Groups

Joining groups on LinkedIn is a great way to network with professionals who share similar interests or work in the same industry. By engaging in conversations, sharing your ideas, and making new connections, you can establish yourself as a valuable contributor and build a strong network of like-minded professionals.

## Engage With Connections

Your LinkedIn connections are a valuable resource for networking and generating leads. Engage with their content, learn about their interests and goals, and look for opportunities to collaborate or offer support.



## Keep Up With Industry News

Staying current with the latest industry news and trends is essential for networking effectively on LinkedIn. Use the "Company Follow" feature to follow key companies and track employee transitions, as they may be potential clients.

## Maximize The Search Feature

LinkedIn's search feature is a powerful tool for finding potential leads or clients. You can use targeted search terms and filters to quickly find relevant information about people or companies that interest you, taking your networking efforts to the next level.



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[See My Bio and Listings](#)



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