

New Book “The Resilient Realtor” Reveals the Emotional Discipline Behind Real Estate Success

Author Christen Sachs blends raw memoir with practical strategy, showing agents how to master their nervous system, set boundaries, and build a legacy beyond the listing.

THE RESILIENT REALTOR



The Ultimate Guide to Navigating the Chaos of the
Deal Accelerating Your Career And Building Long-Term
Wealth Through Real Estate

CHRISTEN SACHS

West New York, New Jersey Jul 22, 2026 ([IssueWire.com](https://www.IssueWire.com)) - Real estate is sold as a business of numbers listings, closings, commissions. In *The Resilient Realtor* (Copyright © 2026), author and veteran agent Christen Sachs argues the real business is emotional: managing fear, pressure, silence, and burnout long before a deal ever reaches the closing table.

Part memoir, part field manual, [The Resilient Realtor](#) follows Sachs from selling \$10 lawn cuts as a ten-year-old, through an abusive relationship she escaped while pregnant and without financial independence, to building a seventeen-year real estate career from nothing. Across twelve chapters, she translates that journey into a working playbook for agents at every stage covering the “contract you sign with yourself,” regulating your nervous system when an offer lands, why negotiation is emotional labor, the real meaning of boundaries, and why a closing never actually heals burnout.

“The first rule I learned is simple: once you step onto this path, emotions must be carefully managed,” Sachs writes. “Empathy is critical with clients, but emotional impulsivity can ruin deals and reputations.”

Built for both new and seasoned professionals, [The Resilient Realtor](#) moves past scripts and sales tactics to address what most real estate training leaves out: how to stay composed during multiple-offer chaos, how to stop personalizing a client’s panic, how to walk away from the wrong deal, and how to measure a career by legacy rather than listings.

“You are allowed to feel, but you are not allowed to let feelings lead.”

Christen Sachs, [The Resilient Realtor](#)

ABOUT THE BOOK

The Resilient Realtor is organized into twelve chapters, including:

- The Contract You Sign With Yourself
- When Confidence Walks In Before You Do
- The Offer Is In: Now Control Your Nervous System
- Negotiation Is Emotional Labor
- Boundaries Are the Real Luxury
- Closings Don’t Heal Burnout
- The Deals You Walk Away From
- Legacy Over Listings

The book closes with an Interactive Activities Section five guided exercises covering personal values, confidence-building, stress management, boundary mapping, and legacy visioning designed to turn each chapter’s insight into action.

ABOUT THE AUTHOR

Christen Sachs is a real estate professional with seventeen years of experience building a career from the ground up as a single mother. After leaving an abusive relationship while pregnant and without

financial independence, she purchased her first home in 2009 as a stepping stone toward freedom a decision that launched her real estate career. She has since represented buyers and sellers through high-pressure negotiations, multiple-offer situations, and complex due-diligence challenges, while raising her daughter and navigating her own health and personal struggles. *The Resilient Realtor* is her first book.

AVAILABILITY

[The Resilient Realtor](#) by Christen Sachs is available in paperback and digital editions also in hardcover edition.



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