

Commercial Real Estate Brokers Who Dominate

Discover how to be a landlord with ease Thinking about becoming a landlord? Property Management Kit For Dummies gives you proven strategies for establishing and maintaining rental properties, whether a single family or multi-resident unit. You'll find out how to prepare and promote your properties, select tenants, handle repairs, avoid costly mistakes and legal missteps—and meet your long-term goals. Now you can find out if you really have what it takes to successfully manage a rental property, and you'll learn all about the various options for hiring someone else to manage your property for you. You'll find out the right way to prepare your properties for prospective tenants, set the rent and security deposit, clean up properties between tenants, and verify rental applications. In no time at all, you can become a top-notch property manager by working efficiently with employees and contractors to keep your properties safe and secure. Manage your time and money wisely Acquire a property and prepare it for tenants Make your property stand out and attract tenants Keep good tenants and get rid of bad ones Collect and increase rent Evaluate the different types of insurance and understand income and property taxes Complete with lists of ten reasons to become a rental property owner, ten ways to rent your vacancy, and the ten biggest mistakes a landlord can make, Property Management Kit For Dummies helps you achieve your dream of being a successful residential rental property owner. CD-ROM and other supplementary materials are not included as part of the e-book file, but are available for download after purchase.

This practical, real-world guide gives investors all the tools they need to make wise decisions when weighing the value and potential of investment properties. Written for old pros as well as novice investors, this friendly, straightforward guide walks readers step by step through every stage of property analysis. Whether you're buying or selling, investing in big commercial properties or single-family rentals, you'll find expert guidance and handy resources on every aspect of real estate finance, including: * Proven, effective valuation techniques * Finance tips for all different kinds of property * How various financing strategies affect investments * Structuring financial instruments, including leverage, debt, equity, and partnerships * Measurements and ratios for investment performance, including capitalization rates and gross rent multiplier ratios * Future and present value analysis * How the appraisal process works * Primary appraisal methods—replacement cost, sales comparison, and income capitalization—and how to know which one to use * How to understand financial statements, including income, balance, and cash flow * Case studies for single-family rentals, multifamily conversions, apartment complexes, and commercial office space * A detailed glossary of important real estate terminology

Winning the deal teaches two new innovative strategies to all commercial real estate brokers, whether acting as a listing broker or selling broker to enable them to win the deal without sacrificing commissions. In fact, the strategies in this book show brokers how to create an additional income stream as well as lock in future listings of virtually any commercial property , whether currently on the market or not. Innovative use of Cost Seg is taught in "every day " language. Any real estate agent or broker involved in the commercial real estate market should own and understand this book. The moderate price will be repaid many times over.

Commercial Consult presents this guide for residential and commercial agents as well as anyone looking to learn more about the commercial real estate process from start to finish. Take a detailed look at what commercial brokers must learn over years of experience in the industry on finding new clients, working through transactions, negotiations, and just the general language of commercial. Finding a way to bridge that gap means you get to enjoy an additional 3 to 5 commercial sales a year and work less while making more. Having a plan in place to accomplish this will give you the confidence to make the move from solely a residential brokerage to incorporating commercial sales at a time that works for you. You've taken the steps to grow your residential real estate brokerage. You've researched, diversified, and have been successful in creating long-term growth for your company. But you're still concerned you haven't been able to bridge the gap from residential sales into commercial sales. Buy this book now.

Commercial Real Estate Teams Built to Dominate

Brokers In Commercial Real Estate

How to Earn 100K Your First Year in Commercial Real Estate

Abundant Broker

How To Win In Commercial Real Estate Investing

Your Bridge to Commercial Real Estate Sales

Thrive

Commercial Real Estate Training. Filled with the terminology, formulas, and calculations Residential Agents, Brokers and brand new Commercial Real Estate Agents need to know to successfully handle transactions involving Commercial Investment properties, this resource from The National Commercial Real Estate Association was written for Resimercial(TM) agents. If you are a residential agent just starting to work commercial/investment transactions or a Broker/Sales Manager looking for an innovative and effective way to help your sales team take more marketshare and increase profit margins by adding Commercial transactions to your existing business, then this workbook is for you. For more training resources like these, visit www.TheNCREA.com

Property Management Kit For Dummies John Wiley & Sons

There's a huge problem in the commercial real estate business that nobody is talking about- DUE DILIGENCE. The vast majority of investors, real estate brokers and commercial real estate professionals barely scratch the surface conducting their due diligence when purchasing commercial real estate investments.

Investors are taking unnecessary risks and throwing money away or making bad investments, by not properly performing due diligence. In fact, they are leaving big money on the table without even realizing it. Brokers are putting themselves at risk for potential litigation and missing an opportunity to help their clients as a true ally by learning these principles. All because "they don't know what they don't know". I was in the same position, until I created a system that made the entire process easier and less stressful. Having and adhering to a proven system allows you to do it faster, easier, more efficiently and you're less likely to miss something. It reduces the stress; makes you feel more confident; makes the sellers of the properties less likely to try to play games while negotiating with you, and ultimately helps to make you a better investor because you are more prepared. This handbook gives you a process to follow. A "road map" that takes you through from beginning to end. It is written in a concise, "easy to follow" fashion as a real due diligence tool and is not intended as a voluminous textbook on the subject. It's based upon over 30 years of experience in the commercial real estate business and acquiring over 9 million square feet from private and institutional owners. The fundamentals remain the same and they are all applicable, whether you're acquiring residential rental properties, an industrial building, a skyscraper or retail shopping center. Some of the things you will learn from the book . . . What to negotiate in the purchase and sale agreement so that you can maximize the opportunities for yourself when it comes time to negotiate further with the seller. Essential provisions to ask for in the purchase and sale agreement. (These could end up costing you dearly later if you don't have them in there). Specific issues and provisions to look for in the leases. (These could be potentially devastating to the investment after you own it). Conducting tenant interviews and what questions to ask so that you can uncover any problems or issues (This can be a goldmine of information). Cost cutting tips and dozens of strategies that will help you add value to the property once you own it. One of the most critical processes done during the due diligence process is the underwriting and financial analysis, which is constantly being revised during that process. (Included is a list of essential questions that must be addressed.) How to ensure that you are getting all you deserve when finalizing the transaction and what to look for on the closing statement to make sure you are. (Most investors leave a lot of money behind by not knowing this information). In addition, you get at the end of handbook . . . Sample Lease Abstract Form (which shows you how to summarize all the main deal points and provisions of a lease document). Due Diligence Checklist Due Diligence Document Checklist Sample Tenant Questionnaire (a sample list of questions that you should ask of tenants when conducting a tenant interview). By having this knowledge and my "step-by-step" system, you will be more prepared and less stressed; more confident in your ability to negotiate and go up against any seller. There are too many things to remember during the process. We need reminding as much as we need learning. Get it now and be prepared for your next real estate investment. Many investors keep it as a constant companion when purchasing real estate.

Why wait another day? Make the most of your commercial property. A commercial building is just a building; but, it's an investment once it's leased with positive cash flow. Sounds easy? It's not. To invest and lease right you need the help of an expert who has spent his professional life as a commercial real estate broker and investor. You need the decades-long master of commercial real estate on your side. You need Craig Coppola. Before you make your next commercial real estate investment move, read this book. In it you'll find Craig's wisdom, insights and how-to's - the very techniques he uses to maximize his clients' and his own investments. Thinking of taking on leasing by yourself? This book will guide you. Considering hiring a broker to represent your properties? This book will make you a better buyer of those services. It's fast, easy, indispensable!

Open for Business: The Insider's Guide to Leasing Commercial Real Estate

A Survival Guide for Lenders, Owners, Buyers, and Brokers

How to Successfully Build Wealth & Grow Passive Income from Your Rental Properties

The Commercial Real Estate Brokers Directory ...

Negotiate the Best Lease for Your Business

The Due Diligence Handbook for Commercial Real Estate

How to Analyze Any Single-Family, Multifamily, or Commercial Property

An in-depth look at why a commercial real estate collapse is inevitable, and how to survive it The Commercial Real Estate Tsunami is the first book to address the phenomenon of the pending wave of commercial debt maturities coming due in the next five years, and the impact those maturities will have on the commercial real estate markets when combined with the historic economic crisis the world is experiencing at this time. Drawing on the knowledge of recognized experts in the commercial real estate industry and financial markets, as well as lessons learned from the commercial real estate downturns of the 1980s and 1990s, author Tony Wood fills a void in our understanding of the causes of the crisis and what to expect in the future. Sends a warning to the commercial real estate industry, and offers concrete solutions to mitigate the risks and hazards that lie ahead Contains the insights of a group of experts from various sectors of the commercial real estate industry Helps market participants, including investors, developers, lenders, and brokers, gain a vitally needed perspective on where we might be going next and how we will get there Heeding the advice and guidance of the contributors in this book will benefit anyone navigating these turbulent waters and help lead them to higher ground.

Mastering the Art of Commercial Real Estate Investing is a comprehensive guide about the time-proven principles and common-sense practices for successfully investing in real estate. Do you want to supplement your current income by investing in commercial real estate? Better yet, would you like to someday quit your day job and devote your energies exclusively to your rental properties? With over 35 years of commercial real estate experience, including a decade of personally investing in rental properties, real estate finance and investment expert Doug Marshall has explored every aspect of the commercial real estate process. Now, he 's sharing his knowledge to show readers how to add to or even replace their current income with commercial real estate investments. Mastering the Art of Commercial Real Estates is for both those who are new to investing and those who

may need a little help learning investing ' s time-proven principles, showing readers how to: Tap into the six immutable laws of commercial real estate investing to build wealth and grow income fast Find the best possible loan for their property to optimize the property ' s cash flow Best manage their property to reduce risks and remove pitfalls to keep their investing profitable When to buy, and when NOT to buy their next rental property, and much, much more! If you like easy-to-follow, step-by-step instructions coupled with solid advice and insight, then you ' ll love Doug Marshall ' s life-changing, wealth-growing guide to make real estate work for you.

Thinking about becoming a commercial real estate investor? Commercial Real Estate Investing For Dummies covers the entire process, offering practical advice on negotiation and closing win-win deals and maximizing profit. From office buildings to shopping centers to apartment buildings, it helps you pick the right properties at the right time for the right price. Yes, there is a fun and easy way to break into commercial real estate, and this is it. This comprehensive handbook has it all. You ' ll learn how to find great properties, size up sellers, finance your investments, protect your assets, and increase your property ' s value. You ' ll discover the upsides and downsides of the various types of investments, learn the five biggest myths of commercial real estate investment, find out how to recession-proof your investment portfolio, and more. Discover how to: Get leads on commercial property investments Determine what a property is worth Find the right financing for you Handle inspections and fix problems Make big money in land development Manage your properties or hire a pro Exploit the tax advantages of commercial real estate Find out what offer a seller really-really wants Perform due diligence before you make a deal Raise capital by forming partnerships Investing in commercial property can make you rich in any economy. Get Commercial Real Estate For Dummies, and find out how.

In Brokers Who Dominate, you will learn the strategies and tactics, marketing approaches, prospecting platforms and support structures of some of the most successful commercial real estate brokers in North America.

Daily Lessons Learned in #CRE and Life

BoogarLists | Directory of Commercial Real Estate Brokers

A Strategy for Commercial Real Estate Brokers; How to Do It Without Commission Concessions

How to Be the Victor, Not the Victim, in Business and in Life

How to Succeed in Commercial Real Estate

Commercial Real Estate Property Realtors

Mastering the Art of Commercial Real Estate Investing

For too long, commercial real estate expert Tyler Cauble has witnessed the damage caused by small business owners not knowing all the facts before signing a lease. He's working to change that. In this book, Tyler guides you through everything you need to know before renting commercial space. Whether you're looking for a new storefront, a location for your thriving business, or simply need to get out of the garage, **Open for Business** will show you how to determine space requirements, select a location, and negotiate your lease. If you don't want to do it on your own, Tyler shares how to find a broker who can help you-and save you money! **Open for Business** will demystify leasing commercial real estate and empower you to make the best decisions for your growing business.

ESSENTIAL COVERAGE OF THE COMMERCIAL REAL ESTATE MARKET AND HOW TO MAKE IT WORK FOR YOU The one-stop guide to making money from buying, managing, and owning commercial real estate, **Wealth Opportunities in commercial real Estate** is the comprehensive resource you need in order to take full advantage of the market, whether you're just starting out or an old hand. Including industry case studies and expert advice from real estate expert Gary Grabel, the book teaches you the fundamentals-including how to evaluate a potential property and how to create value even before you buy-that other books leave out. Commercial real estate investing is an excellent, and highly profitable, investment choice for those with the right perspective and the patience to see their decision through. But to really succeed, it is essential to have a firm grasp of the basics of the real estate game before you get started. if you think you're ready, then this book is your first step.

The Fundamentals of Listing and Selling Commercial Real Estate provides a complete foundation for a career in the Commercial Real Estate Industry. The text contains a comprehensive study of property and investment analysis, mortgages and leases, as well as practice techniques such as prospecting, presentations, and negotiating.

An Introduction to Listing and Selling Commercial Real Estate provides a complete foundation for a career in the Commercial Real Estate Industry. The text contains two sections: * **The Fundamentals of Commercial Real Estate** * **The Practice of Commercial Real Estate** The Fundamentals section includes a comprehensive study of property types, keywords, and terminology, how each property type is analyzed, market analysis techniques, zoning, the process of investment property analysis, a guide to commercial leases, the commercial mortgage process and much more, You'll find examples, figures and tables, including step by step instructions in the use of software models. The Practice section integrates the foundation learned in the first section with training in the sales process and specific techniques used by successful commercial Realtors(r). The Practice section includes prospecting methods, creation of successful buyer, seller and tenant representation presentations, negotiation techniques, client servicing, property inspections, due diligence and sales contracts.

Commercial Real Estate

The Complete Guide to Real Estate Finance for Investment Properties

Confessions of a Commercial Real Estate Broker

The Best Damn Commercial Real Estate Investing Book Ever Written!

Surviving And Thriving In This Industry: Commercial Real Estate

Guide And Tips To Yield Much Benefits: How To Negotiate Real Estate Commission

A Proven System to Save Time, Money, Headaches and Create Value When Buying Commercial Real Estate

The completely updated classic and New York Times #1 bestseller that has captivated millions of readers worldwide!

Commercial Real Estate: 10 Questions and Answers, 10 Steps To Success
10 Questions and Answers Answered in This Printed Book on Commercial Real Estate, as follows: 1. What Does Commercial Real Estate Mean? 2. How Does Commercial Real Estate Work? 3. How Do Commercial Real Estate Loans & Financing Work? 4. What Does Commercial Real Estate "NNN" Mean? 5. What Is A Commercial Real Estate License? 6. How Do Commercial Real Estate Investments Work? 7. What Are Commercial Real Estate Listings? 8. What Do Commercial Real Estate Brokers Do? 9. How Do Real Estate Agents Get Paid? 10. How Much Do Real Estate Brokers Make? You will find the answers to these top ten questions concerning the lucrative, sustainable, and exciting field of Commercial Real Estate! Using this manual will clarify and make explaining the basics of CRE easy to understand for potential and licensed Realtors, Brokers, Agents, Property Investors, Career Seeking Professionals, and Consumers alike! You will learn of the excellent financial buying and selling opportunities that surround becoming a licensed broker, agent, financial consultant, or other CRE professional. You will also learn what to look for in a Commercial Real Estate Broker, Realtor, or Agent. You may also decide that you would like to find some apartments for sale or are simply looking for real estate listings or want to find commercial property to rent. You will need a strategy, education, and steps to follow to success, which you will find here. The information contained in this mini-book covers commercial loans, definitions of CRE and how much do Brokers make, plus you will have a checklist to follow when trekking through the lands of real estate commercial properties! You may also be looking for real estate companies to represent your financial investments, commercial properties, and buildings for sale, in which case you will need to find a professional to help you. Plus, you will need to know about many other details that you will learn by using this CRE field guide! Bonus: 10 Steps To Success! Follow these steps to Commercial Real Estate success! Thanks for viewing!

A look at some of the commercial real estate industry's most successful teams and the science behind the orchestration of team members

When it comes to investing in commercial real estate, it's easy to make a mistake...so why risk it? Improve your chances of success with a book researched, lived, and written by a master of commercial real estate: Craig Coppola. Craig has navigated the markets, ridden economic ups and downs, and bought and sold countless commercial projects - and he's mastered the world of brokerage, leasing and investing. Readers will learn how to set their own commercial investment goals and create a plan to achieve them, see opportunities with new "real-estate eyes," perform due diligence on a property with minimal cost, use a proven step-by-step process for evaluating properties to weed out losers and showcase winners, and traverse the minefield of letters of intent and contracts.

Being A Commercial Real Estate Broker

The Encyclopedia of Commercial Real Estate Advice

Negotiating Commercial Real Estate Leases

Introduction to Listing and Selling Commercial Real Estate

Renegade Marketing and Sales Secrets of America's Top Commercial Real Estate Broker

Getting Started in Commercial Real Estate Ten Step Program to Success!

Brokers Who Dominate

The first Encyclopedia of Commercial Real Estate The Encyclopedia of Commercial Real Estate Advice covers everything anyone would ever need to know on the subject. The over 300 entries inside not only have hard hitting advice, but many share enlightening stories from the authors experience working on hundreds of deals. This book is actually a good read, and pulls off making the subjects enjoyable, interesting, and easy to understand. As a bonus, there are over 150 time and money savings tips many of which could save or make you 6 figures or more. Some of the questions this informative guidebook will answer for you are... Who Are You When Buying a Commercial Property? How to Value a Property in 15 Minutes Should You Hold, Sell, or Cash Out Refinance? The 7 Critical Mistakes to Avoid When Repositioning How To Recession Proof Your Commercial Property How You Can Soar To The Top by Becoming a Developer How to Choose The Right Loan and Make Sure It Will Close as Proposed How to Manage Your Property Manager Whenever you have a question on any commercial real estate subject, just open this invaluable book and get the guidance you are looking for. Find author Terry Painter: apartmentloanstore.com businessloanstore.com

Describes the opportunities and risks of commercial and residential real-estate investment, offering advice on finding the right property, financing, development, and sale

A commercial real estate broker is a middleman between sellers and buyers of commercial real estate, who helps clients sell, lease, or purchase commercial real estate. A commercial real estate broker has the freedom to work as an independent agent, an employer of commercial real estate agents, or as a member of a commercial real estate brokerage firm. In this book, the author describes methods by which a broker will be able to find out if this is a fight worth fighting. He will give you the tools in which you can keep up your motivation and not sweat the random events that may fool you into thinking you are off-course.

Ultimately, he will provide you with a framework to hold yourself accountable to the thing that matters most: building your book of business. The work may seem unsexy, challenging and glamor-less, but following it will certainly provide you with the best chance of success you have in the inherently foggy world of commercial real estate brokerage.

Tenants are often handed a long, dense lease with incomprehensible language and told to just sign it. Even if they're unable to negotiate better terms, they need to understand the rules that they're agreeing to play by.

The Real Estate Game

Commercial Real Estate Investing For Dummies

The Ultimate Guide For Realtors: How To Negotiate Real Estate Commission

Commercial Real Estate Leasing

Wealth Opportunities in Commercial Real Estate

8 Traits of Top Producers

Imagine having five of the top commercial real estate brokers in the business bare their souls to you and share their innermost secrets for developing a ton of great new commercial real estate brokerage business. This is what Jim Gillespie, America's Premier Commercial Real Estate Coach, has accomplished within this book. Here's what you'll be learning within this book: How to make sure you get your prospecting done, so you stop making excuses, and you begin making the great amount of money that comes from continually getting your prospecting done every single week How to get the phone numbers for the people you want to do business with, and how to get your database into excellent condition What to say to the receptionist and to the decision maker when you're making your prospecting calls, and how to leave powerful voicemail messages that will compel more decision makers to call you back How to deliver outstanding presentations, so that more of your clients and prospects will feel more compelled to just move forward and give you the listings on their properties How to build solid long-term relationships with your clients, so that you're getting more repeat business from them, instead of needing to constantly chase new prospects for new business How to organize and systematize your brokerage business, so that you're working much more productively, bringing in more new deals, and not being bogged down by doing administrative and follow-up activities that are just completely sapping your time and energy How to position yourself within people's minds as the best commercial real estate broker they could ever want to work with, long before they ever have their next commercial real estate need

This tell-it-like-it-is book will teach readers everything they should know about building wealth with commercial real estate.

How Do You Sell Over Half a Billion Dollars in Commercial Real Estate In Small Town Iowa??You start by using systems. Join America's top commercial real estate broker as he takes you step by step in selling hundreds of millions of dollars in commercial real estate and how you can too. In this book America's top commercial real estate broker/entrepreneur Darin Garman takes you behind the scenes of not only how to make more money as a commercial real estate broker and control a mind boggling amount of market share but also how to do it while having a life. Starting his career out of college as a Prison Guard (Yes a REAL Prison Guard) Darin Garman had no prior training, experience or schooling on commercial real estate properties, finance or sales but decided to pursue a desire to sell commercial real estate. So even though he had a family to support at the time married Darin decides to quit his secure job as a Prison Guard and jump into the wild world of commercial real estate sales. However, even armed with a good attitude and high hopes Darin found out how difficult the commercial real estate sales world was when after 12 months in the business he made a grand total of \$6053.00. Something needed to be done. With his back against the wall and a family to take care of Darin decided to try a more radical and renegade approach to commercial real estate sales. Out desperation Darin started using unconventional strategies and tactics in order to attract and keep commercial real estate customers. Though his approach was much different compared to 99% of his peers Darin discovered, to his surprise, that his unconventional tactics worked. Fast forward to today and Darin Garman is one of the leading commercial real estate brokers in the U.S. with sales that have surpassed over half a billion dollars. Over the years Darin has been recognized by many of the nation's commercial real estate insiders for his commercial real estate sales success and approach to doing business. In a rare case of a sales superstar revealing their innermost sales system secrets Darin provides over 100 easy to understand and easy to implement systems that have worked very well for him over the years and have been a large part of his success. Even just a few strategies could make a huge difference in the income and market share of not only those in commercial real estate sales but also in most kinds of selling your services environment.

Commercial Real Estate: 10 Questions and Answers & 10 Step Checklist To Success This Book on Commercial Real Estate answers 10 of the most asked questions that potential realtors, brokers, consumers, job seekers, and property investors alike ask when considering buying and/or selling any kind of real

estate. Some opportunities surrounding real estate commercial properties and buildings are the options of becoming a licensed realtor, financial consultant, or investor. In this in-depth, yet easy to understand manual, you will learn CRE basics and the answers to 10 of the most asked questions concerning realtors, loans, and buying or selling Commercial Real Estate! Consider this book an introduction into Commercial Real Estate that is for Realtors, Agents, and Brokers. It is also a consumer's easy to understand real estate guide! Extra page for notes. Bonus: Commercial Real Estate: 10 Step Checklist To Success Here Are The 10 Questions & Answers Included, as follows: 1. What Does Commercial Real Estate Mean? 2. How Does Commercial Real Estate Work? 3. How Do Commercial Real Estate Investments, Trust Financing, And CRE Loans Work? 4. What Does Commercial Real Estate 'NNN' Mean? 5. What Is A Commercial Real Estate License? 6. How Do Commercial Real Estate Investments Work? 7. How Do Commercial Real Estate Listings Work? 8. What Do Commercial Real Estate Brokers and Realtors Do? 9. How Do Commercial Real Estate Brokers and Realtors Get Paid? 10. How Much Do Commercial Real Estate Brokers Make? Read Today!

The Companion Guide

The Commercial Real Estate Tsunami

Commercial Real Estate Power Brokers

Interviews with the Best in the Business

How to Add Value When Buying, Selling, Repositioning, Developing, Financing, and Managing

Winning the Deal

The Millionaire Real Estate Agent

ARE YOU READY TO THRIVE? You have already experienced some success-and are capable of much more. This book contains the prescriptions to challenges that you have faced (or will) as you take the next step up the ladder. You may find that every prescription applies to you today, or you might find that one gem that propels you to new heights. Author Blaine Strickland, an expert dealmaker, coach and instructor, gives you proven strategies to accelerate your commercial real estate brokerage career. In this book he shows you how to: Become a dominant force in your market. Build a team around you. Run your operation as a business. Using these best practices, you can expect to outperform your peers, enjoy deeper relationships with clients and associates, and build a durable income for your family. You'll find seasoned wisdom, real life examples, specific instructions and empathetic counseling in Thrive. Why not take advantage of all Blaine's experience and let him act as your personal sales manager? From drumsticks at an early age, to chalkboards after college, and then to pens that inked profitable real estate deals, Jim Baker has successfully wielded them all. The winding road of his experience is marked by highs and lows, especially with the times of tremendous personal and professional challenges and growth. These landmarks are chronicled in Jim's book, Confessions of a Commercial Real Estate Broker. Jim is an accomplished musician who began his career performing professionally, and later taught and directed high school music. A heart-breaking experience on the job, as well as family crises and losses, brought Jim face-to-face with the realization that he needed to follow his heart and change careers. His journey led him eventually to his current award-winning position in commercial real estate. Bathed in honesty and written to prepare others for the field of his passion - commercial real estate, Jim shares his advice, expertise and humor, divided conveniently in entries for every day of the year. Each day opens with information that relates to commercial real estate, followed by a helpful "Lessons Learned" section. The closing piece of each entry, "On This Date," reflects the author's extensive research with names of people, events, and highlights associated with the date. These may be familiar, even nostalgic to the reader, and surely informative. His nuggets of wisdom will certainly give you conversation starters around the table with your family or at the office with business associates. Jim's purpose for his book is to prepare you for a career in commercial real estate, enhance your success and give you valuable points to ponder as you work with others.

"The original version of this text was written by Adam Von Romer as an in-house training manual for his new real estate sales associates."--Introduction.

How to Succeed in Commercial Real Estate is a comprehensive, practical book for those considering entering the field of commercial real estate, those just beginning in the business, as well as experienced brokers and sales managers who want to evaluate and strengthen their current strategies ? especially those related to listings, negotiations, contracts, and sales. The author provides a straightforward overview of the business of selling commercial property, including coverage of the four main specialty areas ? retail, office, industrial, and investment ? as well as crossovers and emerging specialties. Rather than pumping a ?get rich quick? approach to selling, the author shows brokers that they don?t have to sacrifice integrity and ethics to remain competitive and deal oriented.

10 Questions And Answers, 10 Steps To Success

Property Management Kit For Dummies

Ten Prescriptions for Exceptional Performance As a Commercial Real Estate Agent
Management, Financing, and Marketing of Investment Properties
Winning through Intimidation
The Art Of Commercial Real Estate Leasing
The Intelligent Guide To Decisionmaking And Investment

Take your real estate career to the highest level! "Whether you are just getting started or a veteran in the business, The Millionaire Real Estate Agent is the step-by-step handbook for seeking excellence in your profession and in your life." --Mark Victor Hansen, cocreator, #1 New York Times bestselling series Chicken Soup for the Soul "This book presents a new paradigm for real estate and should be required reading for real estate professionals everywhere." --Robert T. Kiyosaki, New York Times bestselling author of Rich Dad, Poor Dad The Millionaire Real Estate Agent explains: Three concepts that drive production Economic, organizational, and lead generation models that are the foundations of any high-achiever's business How to "Earn a Million," "Net a Million," and "Receive a Million" in annual income

10 Q&A & 10 Steps to Success

Find, Evaluate & Purchase Your First Commercial Property - in 9 Weeks Or Less

Half a Billion Sold!

How To Become A Successful Broker: Commercial Real Estate Guidebook

Occupational Outlook Handbook

The Fundamentals of Listing and Selling Commercial Real Estate

How To Lease A Commercial Building And Keep It Leased