
**REAL
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FOURTH EDITION

BRUCE LINDEMAN

Real Estate Brokerage Management

John Bruce Lindeman



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Broker to Broker Robert Freedman, 2005-11-07 Praise for Realtor Magazine's BROKER to BROKER By providing best practice management tips with thought provoking ideas Broker to Broker offers invaluable guidance on virtually every aspect of our dynamic industry The book's easy to read format with in depth supporting material available online is an innovative approach to helping the country's brokers and managers find effective solutions to today's challenges Ron Peltier President and CEO HomeServices of America Inc Minneapolis Minnesota This compilation of the latest Realtor Magazine articles on real estate brokerage management could be of help to brokers and managers looking for practical ideas to boost their operations The book quotes extensively from veteran brokers and managers who are trying new ways to build sales and tackle problems Within the book's range of articles could be helpful ideas for you J Lennox Scott Chairman and CEO John L Scott Real Estate Seattle Washington The editors did their homework The pace of change in our business is a constant challenge Even if you don't want to lead the charge in industry change brokers would do well to study the innovative concepts such as the employee agent model illustrated here This section on operations is particularly useful for brokers of a multi office multi region operation Steve Brown ABR CRB Vice President and General Manager Crye Leike Realtors Memphis Tennessee The editors of Realtor Magazine do a fantastic job of keeping Realtors on top of all real estate concerns No issue is more timely or essential to building good business than brokerage practices Blanche Evans Publisher Agent News and Editor Realty Times Dallas Texas

Real Estate Brokerage Management John Bruce Lindeman, 1988 Real Estate Brokerage Management Bruce Lindeman, 1994 An invaluable guide for any one considering owning and or operating a real estate brokerage business this timely well written book focuses on the management and organizational aspects of the real estate brokerage business showing how to achieve success through careful planning organization control and financial empowerment Covers all aspects of operating the business and offers illustrative case studies to provide specific examples of the principles covered Examines all significant contracts and forms and uses numerous exhibits tables and diagrams throughout to clarify important points Improves overall clarity and logical progression of material addresses the rapidly growing state and Federal disclosure requirements and adds coverage on many new topics including hazardous substance disclosures ethics truth in advertising trust accounts and the latest changes in office technology including the Internet

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