



Real Estate Brokerage: A Management Guide

Laurel D. McAdams and Joan m. Sobeck

Eighth Edition

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Real Estate Education

Real Estate Brokerage A Management Guide

Bruce Lindeman



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real estate finance and appraisal compensating the sales force and financial control Annotation copyrighted by Book News Inc Portland OR **Essentials of New Jersey Real Estate** Edith Lank, Joan m Sobeck, 2004 Both comprehensive and up to date this text provides an easy to understand overview of New Jersey real estate and contains all the necessary materials to teach a top notch licensing class Highlights include Getting Started in Real Estate Appendix in Chapter 1 provides practical information for a career in real estate Complete reprint of the New Jersey License Act and the state commission rules and regulations Real Estate Record and Builders' Guide ,1926 **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 Mastering Real Estate Principles Gerald R. Cortesi, 2001 Looking for a concise easy to read text on real estate principles You've found it Mastering Real Estate Principles now in its Third Edition offers you a unique interactive way to learn and really master real estate concepts

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