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- How to increase your self-image
- How to find the "hidden" sources of power, energy and talent
- How to gain the confidence of buyers and sellers
- How to use the techniques of negotiation
- How to be subtle
- How to be aggressive
- How to build discipline
- How to think the way you want

REAL ESTATE PSYCHOLOGY

JAMES E. A. LUMLEY

Real Estate Psychology The Dynamics Of Successful Selling

James E. Lumley



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Shopping Center Development and Investment Mary Alice Hines, 1983 **Real Estate Limited Partnerships** Theodore S. Lynn, Harry F. Goldberg, 1983-03-28 A detailed yet highly readable analysis of the most popular form of tax sheltered investment in real estate Emphasizes the legal aspects of forming and investing in a limited partnership and the proper structure for attaining the most favorable tax results This updated edition includes consideration of the 1981 Economic Recovery Tax Act as well as full discussion of the tax laws and state partnership and federal securities laws as they relate to real estate limited partnerships Provides a model agreement of a limited partnership and extensive references *University of Michigan Official Publication*, 1962 *Whitaker's Cumulative Book List*, 1981 **Apartment Building Valuation, Finance, and Investment Analysis** Daniel J. O'Connell, 1982 **The International Real Estate and Land Economics Bookshelf, 1975-1985** G. Vincent Barrett, Janet K. Tandy, 1985 Subject Catalog, 1982 Library of Congress, 1982

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