

How to Grow Your Real Estate Brokerage in **4 Easy Steps**



Be Seen

Pointing candidates toward the right licensing school and staying in touch ensures a future interview once they receive certification



Attract Agents by Speaking their Language

In an unprecedented era of shifting employment preferences, staying abreast of current workplace and hiring expectations is key



Make Your Brokerage Inclusive

Be more intentional in your language, messaging, and actions to ensure candidates feel seen, supported, respected and valued.



Provide Better Incentives

Consider offering alternate compensation tracks to top-producing agents.

Real Estate Brokerage

John M. Peckham, III



Real Estate Brokerage:

A Master Guide to Income Property Brokerage John M. Peckham, III, 2006-03-31 The reliable classic guide to INCOME PROPERTY BROKERAGE now updated for the 21st century For more than thirty five years this guide has been the most reliable trustworthy resource for real estate brokers and agents who want to increase their commissions and start selling income property Now in a new Fourth Edition A Master Guide to Income Property Brokerage is back and better than ever With significant new material on the Internet and powerful up to date tactics brokers and agents alike will find in these pages all of the high quality information they need to succeed Sixteen power packed chapters feature step by step income building information that will help you Profit from five quick ways to find property owners who will sell Turn your leads into listings that sell Nail down sales using today s new and ingenious ways to finance income properties Price income property to sell quickly Set up operating statements that promote sales Present the unique benefits of income property Access thirteen immediate sources of buyers Easily qualify buyers Advertise income property and make it pay off big Show income properties for fast action sales Master the fine points of selling income properties Work on condominium conversions an exciting new wealth builder Sell like a giant using online tools Make a final presentation that clinches the sale And much more **Real Estate Brokerage** John E. Cyr, Joan m Sobeck, 1988 New York Real Estate for Brokers Marcia Darvin Spada, 1996 The Residential Real Estate Brokerage Industry , 1984 **New York Law of Real Estate Brokerage** Alexander Pfeiffer, 1929 **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 Home Services 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* Frederick E. Case, 1982 Extensive guide to methods used by successful

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