



Real Estate Brokerage: A Management Guide

Laurel D. McAdams and Joan m. Sobeck

Eighth Edition

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Real Estate Brokerage A Management Guide

Edith Lank,Joan m Sobeck



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Workbook, *Florida Real Estate Broker's Guide* Linda L. Crawford, Edward J. O'Donnell, 2003-11 Going beyond the principles and practices students have already learned this new edition explores the skills necessary for building and managing a successful real estate brokerage Based on the revised FREC broker course syllabus Florida Real Estate Broker's Guide provides a complete source for your broker prelicensing curriculum Highlights include Four new case studies prepare students for realworld practice Timely comprehensive coverage of all course topics makes supplemental material unnecessary Web resources encourage students to explore key topics Free Instructor Resource Guide includes chapter outlines matching exercises vocabulary lists and two practice exams **Real Estate Brokerage Management** John Bruce Lindeman, 1998 New edition of a text on running a real estate brokerage firm The emphasis is on running the business itself rather than on good selling techniques Topics include license and agency law organization and management ethics and policy

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