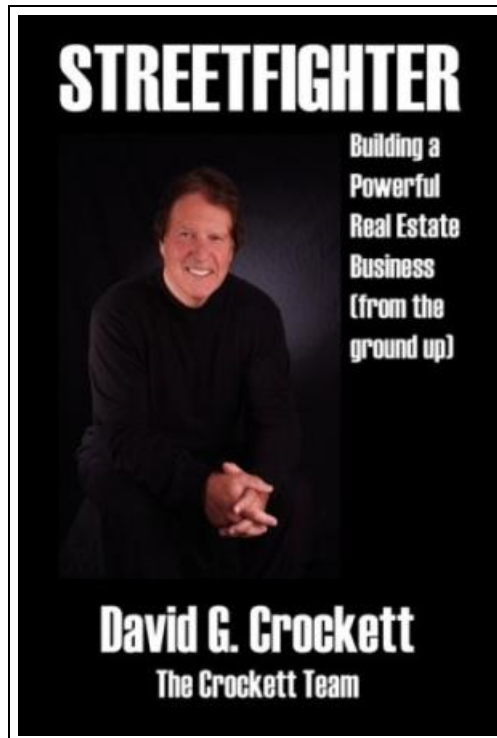


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Outskirts Press, United States, 2008. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Over the years we ve seen many changes in the real estate landscape. New business models, mergers and acquisitions on a grand scale have all had an impact, I m sure, but not so much from where I work. I am a Realtor(R). I am a streetfighter. Real estate, like politics, is all local. While it s important to work with the very best company, my success depends almost exclusively on what my team and I do every day working the streets of our market. The mergers and acquisitions in real estate don t have much affect on those working the business at ground level. The real estate wars are won in the streets by the individual Realtor(R), the small real estate team and the local branch office or boutique company. This book is written from the perspective of the basic DNA building blocks of the real estate business, from the individual agents and teams to branch offices. The thoughts and principles discussed are real-world and painfully field tested. They are common sense, and they work. Nothing fancy here . . . common sense and hard work. For those owners and executives working above the street level, this book offers insights into how entrepreneurial agents businesses can excel with the support and partnership of the company. After all, we re all in this together. We re all on the same side. We just have different roles.



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