



Real Estate Brokerage (Real Estate Brokerage: A Management Guide)

Laurel Mcadams, John E Cyr, Joan Soback

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The Seventh Edition is a complete "how-to" management guide focused on starting and maintaining all aspects of a real estate brokerage business. Today's real estate companies function in a highly challenging business environment that demands a more sophisticated and diverse set of skills in their leaders. Real Estate Brokerage: A Management Guide strives to apply management theories to the operation of a real estate brokerage company. Whether used in a classroom or read in a quiet corner, this text is an indispensable resource

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