



Real Estate Brokerage: A Management Guide

By Laurel D. McAdams, Joan M. Sobeck

Download now

Read Online ➔

Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck

This practical guide offers an applications-oriented approach to becoming more effective managers, leaders, and communicators. The most comprehensive real estate brokerage title available, this new edition reflects innovation, most apparent in digital media and all the associated tactics and risks (including Internet security and identity theft), and the influence of generational diversity in contemporary business practices. The guide also highlights new trends in professional development, including formal mentoring and cross-training programs, and developments in civil procedures, including RESPA, antitrust, and employment law issues. Contents: Introduction - The Challenge of Change - Leadership - Management Skills - Communications and Decision Making - Analyzing the Business Environment - Analyzing the Market - Developing a Plan - Structuring the Organization - Structuring Business Systems - Structuring the Finances - Business Policies and Procedures - Marketing and Advertising - The Practical and Legal Realities of Staffing - Recruiting, Selecting, and Hiring the Staff - Professional Development - Coaching Performance - Critiquing Operations - Managing Risk - Final Thoughts - Glossary - Index

↓ [Download Real Estate Brokerage: A Management Guide ...pdf](#)

📄 [Read Online Real Estate Brokerage: A Management Guide ...pdf](#)

Real Estate Brokerage: A Management Guide

By Laurel D. McAdams, Joan M. Sobeck

Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck

This practical guide offers an applications-oriented approach to becoming more effective managers, leaders, and communicators. The most comprehensive real estate brokerage title available, this new edition reflects innovation, most apparent in digital media and all the associated tactics and risks (including Internet security and identity theft), and the influence of generational diversity in contemporary business practices. The guide also highlights new trends in professional development, including formal mentoring and cross-training programs, and developments in civil procedures, including RESPA, antitrust, and employment law issues. Contents: Introduction - The Challenge of Change - Leadership - Management Skills - Communications and Decision Making - Analyzing the Business Environment - Analyzing the Market - Developing a Plan - Structuring the Organization - Structuring Business Systems - Structuring the Finances - Business Policies and Procedures - Marketing and Advertising - The Practical and Legal Realities of Staffing - Recruiting, Selecting, and Hiring the Staff - Professional Development - Coaching Performance - Critiquing Operations - Managing Risk - Final Thoughts - Glossary - Index

Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck Bibliography

- Rank: #365137 in Books
- Published on: 2013-01-30
- Original language: English
- Number of items: 1
- Dimensions: 10.50" h x 8.50" w x 1.00" l,
- Binding: Paperback
- 485 pages

 [Download Real Estate Brokerage: A Management Guide ...pdf](#)

 [Read Online Real Estate Brokerage: A Management Guide ...pdf](#)

Editorial Review

Users Review

From reader reviews:

Margaret Williams:

Reading a e-book can be one of a lot of action that everyone in the world adores. Do you like reading book thus. There are a lot of reasons why people enjoyed. First reading a publication will give you a lot of new facts. When you read a book you will get new information mainly because book is one of various ways to share the information as well as their idea. Second, studying a book will make you actually more imaginative. When you looking at a book especially fictional book the author will bring one to imagine the story how the figures do it anything. Third, you may share your knowledge to other individuals. When you read this Real Estate Brokerage: A Management Guide, you could tells your family, friends as well as soon about yours reserve. Your knowledge can inspire different ones, make them reading a e-book.

Jacqueline Kang:

Reading a publication tends to be new life style with this era globalization. With reading through you can get a lot of information that may give you benefit in your life. Along with book everyone in this world may share their idea. Ebooks can also inspire a lot of people. Plenty of author can inspire their own reader with their story or perhaps their experience. Not only the storyline that share in the ebooks. But also they write about the data about something that you need illustration. How to get the good score toefl, or how to teach your children, there are many kinds of book that exist now. The authors in this world always try to improve their ability in writing, they also doing some exploration before they write to their book. One of them is this Real Estate Brokerage: A Management Guide.

Daniel Bailey:

Are you kind of hectic person, only have 10 or 15 minute in your day to upgrading your mind proficiency or thinking skill actually analytical thinking? Then you are receiving problem with the book as compared to can satisfy your limited time to read it because this time you only find guide that need more time to be study. Real Estate Brokerage: A Management Guide can be your answer mainly because it can be read by you actually who have those short extra time problems.

Dianne Roy:

What is your hobby? Have you heard which question when you got college students? We believe that that concern was given by teacher to their students. Many kinds of hobby, Everyone has different hobby. So you know that little person such as reading or as looking at become their hobby. You should know that reading is

very important and book as to be the issue. Book is important thing to include you knowledge, except your own teacher or lecturer. You will find good news or update in relation to something by book. Different categories of books that can you go onto be your object. One of them is niagra Real Estate Brokerage: A Management Guide.

Download and Read Online Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck #IUZMG7SDO4N

Read Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck for online ebook

Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck books to read online.

Online Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck ebook PDF download

Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck Doc

Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck Mobipocket

Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck EPub

IUZMG7SDO4N: Real Estate Brokerage: A Management Guide By Laurel D. McAdams, Joan M. Sobeck