



Real Estate Office Management: A Guide to Success

Robert L. Herd

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Real Estate Office Management: A Guide to Success takes a concise look at contemporary real estate office management covering the essential day-to-day knowledge needed to successfully operate the office. It exclusively focuses on the highly essential "operational" issues that a person would encounter from the initial planning stages through the eventual sale of the office. The content uses numerous real world examples, from the author's experience, to demonstrate how to best handle making critical decisions.

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