

Systems for Success: The Complete Guide to Selling, Leasing, Presenting, Negotiating & Serving in Commercial Real Estate

Michael J. Lipsey, Rusty Fischer, Karen L. Poirier



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Real-estate tips from a proven seller. Presented in a succinct, easy-to-use format, this guide is an entire realestate seminar in book form, written by an expert with more than thirty years in the industry. From prospecting and presentations to negotiations and customer service, these instructions provide a clear map to success in today $\ddot{i}_{\dot{c}}$ ¹/₂s real estate market. Includes sample letters, checklists, and other useful resources.

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