



A Master Guide to Income Property Brokerage : Boost Your Income By Selling Commercial and Income Properties , 4th Edition

John M. Peckham III

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The reliable, classic guide to INCOME PROPERTY BROKERAGE--now updated for the 21st century

For more than thirty-five years, this guide has been the most reliable, trustworthy resource for real estate brokers and agents who want to increase their commissions and start selling income property. Now in a new Fourth Edition, A Master Guide to Income Property Brokerage is back and better than ever. With significant new material on the Internet and powerful, up-to-date tactics, brokers and agents alike will find in these pages all of the high-quality information they need to succeed. Sixteen power-packed chapters feature step-by-step income-building information that will help you:

- * Profit from five quick ways to find property owners who will sell
- * Turn your leads into listings that sell
- * Nail down sales using today's new and ingenious ways to finance income properties
- * Price income property to sell quickly
- * Set up operating statements that promote sales
- * Present the unique benefits of income property
- * Access thirteen immediate sources of buyers
- * Easily qualify buyers
- * Advertise income property--and make it pay off big
- * Show income properties for fast-action sales
- * Master the fine points of selling income properties
- * Work on condominium conversions: an exciting new wealth-builder
- * Sell like a giant using online tools
- * Make a final presentation that clinches the sale
- * And much more

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