



# Getting Started in Commercial Real Estate Ten Step Program to Success!

*Adam Von Romer CCIM, Patricia O'Connor*

[Download now](#)

[Click here](#) if your download doesn't start automatically

# Getting Started in Commercial Real Estate Ten Step Program to Success!

*Adam Von Romer CCIM, Patricia O'Connor*

**Getting Started in Commercial Real Estate Ten Step Program to Success!** Adam Von Romer CCIM, Patricia O'Connor

"Getting Started in Commercial Real Estate - Ten Step Program to Success!" is a primer designed to take someone from selling residential to selling commercial real estate. This book can change your life. By following the ten step plan, you can get those phones ringing and deals closing. You'll learn how to analyze properties and control transactions. The authors are active real estate brokers and recommend vendors and websites that help them be their most productive. Investors, as well as licensees, can derive an immediate benefit from this information.

The majority of real estate licensees specialize in residential real estate because that is what the "boot camp" courses cover. It's difficult to get training in commercial real estate. "Getting Started in Commercial Real Estate - Ten Step Program to Success!" will give you the confidence to enter this interesting field and benefit from higher commissions, less competition and no weekend work.

The book shows you how to decide on a product specialization, develop expertise in that product type and attract interest from sellers and buyers. Use the sample cold calling scripts to break the ice with potential sellers.

Most investors purchase commercial real estate for its income-producing potential, which means the commercial real estate agent needs an understanding of investment analysis. The authors present the basic concepts in an easily understood manner. You will be shown how to reconstruct the seller's operating statement and calculate net operating income, capitalization rate, cash-on-cash return, internal rate of return, present value, net value and future value. You probably won't be a financial expert after reading the material, but you will learn enough to communicate with your clients and determine a reasonable list or offer price. Investors love this chapter!

A commercial real estate listing presentation is often a more formal affair than its residential counterpart. You may find yourself in a conference room facing the CEO and his Board of Directors. You need your presentation to shine! The text discusses how to organize the material and to present it in a style that matches your seller's personality.

To successfully sell your listings, you want to be in control of advertising, showings and contracts. Most importantly, you have to use an appropriate purchase contract. There are very good reasons not to use the familiar residential purchase contract in a commercial deal. Due diligence periods, hard escrow money and environmental reports are just three of the commercial real estate contractual provisions that are unfamiliar to most residential real estate agents. Read the book and learn how to close the deal in a professional manner.

"Getting Started in Commercial Real Estate - Ten Step Program to Success!" allows new real estate agents or experienced residential agents to enter the rewarding field of commercial real estate. The book also offers insights and training in financial analysis that many investors will find useful.

Don't delay. Get prepared, gain your confidence and start your new career today!

 [\*\*Download\*\* Getting Started in Commercial Real Estate Ten Step ...pdf](#)

 [\*\*Read Online\*\* Getting Started in Commercial Real Estate Ten St ...pdf](#)

## **Download and Read Free Online Getting Started in Commercial Real Estate Ten Step Program to Success! Adam Von Romer CCIM, Patricia O'Connor**

---

### **From reader reviews:**

#### **Doug Herring:**

The book Getting Started in Commercial Real Estate Ten Step Program to Success! gives you the sense of being enjoy for your spare time. You should use to make your capable considerably more increase. Book can to become your best friend when you getting strain or having big problem with the subject. If you can make examining a book Getting Started in Commercial Real Estate Ten Step Program to Success! to be your habit, you can get a lot more advantages, like add your capable, increase your knowledge about a few or all subjects. You are able to know everything if you like open and read a e-book Getting Started in Commercial Real Estate Ten Step Program to Success!. Kinds of book are a lot of. It means that, science book or encyclopedia or other folks. So , how do you think about this reserve?

#### **Fernando Gallimore:**

What do you consider book? It is just for students as they are still students or the item for all people in the world, what best subject for that? Simply you can be answered for that concern above. Every person has distinct personality and hobby for each other. Don't to be pressured someone or something that they don't need do that. You must know how great and important the book Getting Started in Commercial Real Estate Ten Step Program to Success!. All type of book could you see on many options. You can look for the internet resources or other social media.

#### **Bruce Smith:**

In this 21st one hundred year, people become competitive in most way. By being competitive currently, people have do something to make all of them survives, being in the middle of typically the crowded place and notice by means of surrounding. One thing that often many people have underestimated that for a while is reading. That's why, by reading a e-book your ability to survive boost then having chance to stand up than other is high. In your case who want to start reading a new book, we give you this kind of Getting Started in Commercial Real Estate Ten Step Program to Success! book as beginning and daily reading publication. Why, because this book is usually more than just a book.

#### **Melinda Walton:**

Here thing why this kind of Getting Started in Commercial Real Estate Ten Step Program to Success! are different and trusted to be yours. First of all reading through a book is good nevertheless it depends in the content of the usb ports which is the content is as tasty as food or not. Getting Started in Commercial Real Estate Ten Step Program to Success! giving you information deeper including different ways, you can find any publication out there but there is no reserve that similar with Getting Started in Commercial Real Estate Ten Step Program to Success!. It gives you thrill reading through journey, its open up your personal eyes about the thing that will happened in the world which is possibly can be happened around you. You can actually bring everywhere like in recreation area, café, or even in your technique home by train. Should you

be having difficulties in bringing the printed book maybe the form of Getting Started in Commercial Real Estate Ten Step Program to Success! in e-book can be your choice.

**Download and Read Online Getting Started in Commercial Real Estate Ten Step Program to Success! Adam Von Romer CCIM, Patricia O'Connor #560OSAG9RKJ**

## **Read Getting Started in Commercial Real Estate Ten Step Program to Success! by Adam Von Romer CCIM, Patricia O'Connor for online ebook**

Getting Started in Commercial Real Estate Ten Step Program to Success! by Adam Von Romer CCIM, Patricia O'Connor 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 Getting Started in Commercial Real Estate Ten Step Program to Success! by Adam Von Romer CCIM, Patricia O'Connor books to read online.

### **Online Getting Started in Commercial Real Estate Ten Step Program to Success! by Adam Von Romer CCIM, Patricia O'Connor ebook PDF download**

**Getting Started in Commercial Real Estate Ten Step Program to Success! by Adam Von Romer CCIM, Patricia O'Connor Doc**

**Getting Started in Commercial Real Estate Ten Step Program to Success! by Adam Von Romer CCIM, Patricia O'Connor Mobipocket**

**Getting Started in Commercial Real Estate Ten Step Program to Success! by Adam Von Romer CCIM, Patricia O'Connor EPub**