Questions To Ask Commercial Leasing Agent

#commercial leasing agent #questions to ask leasing agent #commercial lease tips #negotiating commercial lease #commercial real estate rental

Navigate your commercial property search with confidence by knowing the critical questions to ask your commercial leasing agent. This guide equips you with essential inquiries about lease terms, property details, and negotiation strategies to secure the best commercial real estate rental for your business.

Negotiating Commercial Leases & Renewals For Dummies

Negotiate commercial leases and renewals like a pro Renting space for businesses and navigating a commercial lease can be a daunting task for those without expertise, as errors or oversights can cost thousands of dollars. Thankfully, Negotiating Commercial Leases & Renewals For Dummies takes the mystery out of the commercial leasing process and offers expert tips and advice to help small business owners successfully negotiate their leases???without losing their cool, or their cash. From one of the industry's most respected and experienced consultants, Negotiating Commercial Leases & Renewals For Dummies provides tenants with tips and advice on finding the best location and amenities for a business; understanding space needs and maximizing lease space; ensuring fair operating costs and keeping rent fees at a manageable level; minimizing the deposit requirement; mastering and executing negotiation strategies and tactics; and much more. Discover the rights and responsibilities associated with commercial leases Find out how much negotiability and flexibility you can expect in commercial leases and renewals Get to know which laws protect you and your business Negotiating Commercial Leases For Dummies is essential reading for the more than 10 million business owners, entrepreneurs, retailers, restaurants, doctors, and franchise tenants who lease commercial, office, and retail space across North America.

The Professional Services Firm Bible

Spanning everything from legal firms and architects to fundraisersand dentists, the professional services industry continues toexperience spectacular growth yet remains largely undocumented inbusiness literature. Until now. The Professional Services Firm Bible is a sophisticatedand comprehensive guide to running a highly productive professionalservices organization. Top consultants John Baschab and Jon Piotprovide specific and sharply defined policies, practices and toolsfor each important aspect of managing the professional servicesfirm, allowing you to assess current operations and develop astep-by-step plan for realising measurable productivityimprovements. Further, the book will help you improve financialperformance by managing costs, getting the most from externalvendors and improving revenues. The Professional Services Firm Bible is full of bestpractices, proven advice and practical techniques and includes aCD-ROM with customizable tools every professional services firm canuse to achieve improvements. Please visit www.iig1.com andwww.impactinsights.comfor more information on the book and top consultants John Baschaband Jon Piot.

Navigating the Dangerous Shoals of a Commercial Lease for Beginners

This is an educational text for those opening their first business in NYC or the U.S. and leasing and altering space. Understanding commercial leases for beginners in the field. Not just for lawyers, but has some good ideas for facilities managers, construction, accountants and brokers as wel

How to Build Your Own Fitness Boot Camp

My personal step-by-step blueprint for building a profitable bootcamp from scratch in less than 90 days (earning me over $300 an hour as a group fitness instructor). Praise... "It is a pleasure to be on The Fitness Boot Camp Inner Circle Podcast with Jesse every week! He brings a lot to the show and contributes even more to our Boot Camp Inner Circle coaching clients. He truly is a master at building fitness businesses that help fitness professionals, gym owners, and trainers to find freedom." Georgette Pann BS,CPT,CSN Author of Sure Victory Boot Camps -- "How To Build Your Own Fitness Boot Camp is yet another example of Jesse's willingness to pay forward. In a profession where being able to leverage your time to help many instead of few is critical to career success, this book is the blue print to allowing other fitness professionals like myself the opportunity to achieve this." Dave Schmitz PT, CSCS, PES Resistance Band Training

The Encyclopedia of Commercial Real Estate Advice

The first Encyclopedia of Commercial Real Estate The Encyclopedia of Commercial Real Estate Advice covers everything anyone would ever need to know from A – Z on the subject. The 500+ entries inside not only have hard-hitting advice, but many share enlightening stories from the author's experience working on hundreds of deals. This book pulls off making the subjects enjoyable, interesting, and easy to understand. As a bonus, there are 136 time and money savings tips, many of which could save or make you 6 figures or more. Some of the questions this informative guidebook will answer for you are: How to Buy Foreclosed Commercial Properties at a Discount at Auctions Guidelines for Getting Started in Commercial Real Estate and Choosing Low-Risk Properties How to Value a Property in 15 Minutes How to Fake it Until You Make it When Raising Investors Should You Hold, Sell, 1031 Exchange, or Cash-Out Refinance? How to Reposition a Property to Achieve its Highest Value when Buying or Selling 10 Tested Methods to Recession-Proof Your Property How You Can Soar To The Top by Becoming a Developer Trade Secrets for Getting The Best Rate and Terms on Your Loan – Revealed! 11 Ways Property Managers Will Try and Steal From You - How to Catch and Stop Them! Whenever you have a question on any commercial real estate subject, just open this invaluable book and get the guidance you are looking for. Find author Terry Painter: apartmentloanstore.com businessloanstore.com

Commercial Real Estate Investing For Dummies

Make real estate part of your investing strategy! Thinking about becoming a commercial real estate investor? Commercial Real Estate Investing For Dummies covers the entire process, offering practical advice on negotiation and closing win-win deals and maximizing profit. From office buildings to shopping centers to apartment buildings, it helps you pick the right properties at the right time for the right price. Yes, there is a fun and easy way to break into commercial real estate, and this is it. This comprehensive handbook has it all. You'll learn how to find great properties, size up sellers, finance your investments, protect your assets, and increase your property's value. You'll discover the upsides and downsides of the various types of investments, learn the five biggest myths of commercial real estate investment, find out how to recession-proof your investment portfolio, and more. Discover how to: Get leads on commercial property investments Determine what a property is worth Find the right financing for you Handle inspections and fix problems Make big money in land development Manage your properties or hire a pro Exploit the tax advantages of commercial real estate Find out what offer a seller really-really wants Perform due diligence before you make a deal Raise capital by forming partnerships Investing in commercial property can make you rich in any economy. Get Commercial Real Estate For Dummies, and find out how.

The Fundamentals of Listing and Selling Commercial Real Estate

The Fundamentals of Listing and Selling Commercial Real Estate provides a complete foundation for a career in the Commercial Real Estate Industry. The text contains a comprehensive study of property and investment analysis, mortgages and leases, as well as practice techniques such as prospecting, presentations, and negotiating.

Open for Business: The Insider's Guide to Leasing Commercial Real Estate

For too long, commercial real estate expert Tyler Cauble has witnessed the damage caused by small business owners not knowing all the facts before signing a lease. He's working to change that. In this book, Tyler guides you through everything you need to know before renting commercial space. Whether you're looking for a new storefront, a location for your thriving business, or simply need to get out of the garage, Open for Business will show you how to determine space requirements, select a location, and negotiate your lease. If you don't want to do it on your own, Tyler shares how to find a broker who can help you-and save you money! Open for Business will demystify leasing commercial real estate and empower you to make the best decisions for your growing business.

Commercial Real Estate Investing in Canada

Many investors include commercial real estate in their portfolio, yet there are few comprehensive resources available to those looking for information on how to profit in commercial real estate. Written by a father-and-son team with extensive experience in buying, selling and developing commercial real estate, Commercial Real Estate Investing in Canada is a must-have guide for all real estate investors. This one-of-a-kind compendium will guide readers on such topics as: The business of real estate Land-use controls Taxation of property Types of income-producing properties Renovations and repairs Property management Property appraisals Conducting due diligence Real estate contracts And much more! Commercial Real Estate Investing in Canada is a tremendously valuable and indispensable tool to all Canadian real estate investors, agents, brokers, property managers, landlords, loan officers, builders, and lawyers.

Startup Merchandising Business Ideas 125

Starting your own BUSINESS can change your life forever. It can free you from a dull and unfulfilling job and give you the flexibility to work at home, in an office, or shared workspace. Merchandising is the promotion of the sale of goods that can employ pricing, special offers, display and other techniques designed to influence consumers' buying decisions. The concept of merchandising is based on presenting products at the right time, at the right place, in the right quantity and at the right price to maximize sales. This Book provide detailed business blueprints or a course on how to start a Merchandising business. It is a list of 125 Merchandising Business Ideas and proven strategies to make them a reality. Pointers of what to do next once you've decided on a business option - and - where to get further training if needed. Through this book You will figure out how to systematically understand, design, and implement a game-changing business model--or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition. This book teaches you everything you need to know to not only start your own business but to thrive. What you'll Learn from this book? . How to start your own business . How to make real money . How to work from home . Business ideas with Low investment . Business ideas with High investment Remember, the road to success could be bumpy but you will able to get there as long as you have determination and motivation. To build a business, is similar to build a house, stone by stone, step by step. Important areas covered include: -- Business Basics -- Things to evaluate before starting a business -- Business Planning Strategy -- Opportunity identification and selection -- Idea evolution and development -- Achieving scale -- What Startups Need to Know -- How to Initiate a business -- Merchandising Business Basics -- 125 Merchandising Business How-to Start Guide Building a business is hard work, but success can be just around the corner. This book will give you the necessary tips to help you start your own business the right way.

Do You Speak Lease?

Finding and Negotiating Your Own Commercial Space Do you need to find and lease a small office or warehouse, but don't know where to start? Did you call an agent with a "for lease" sign but didn't get a call back? Want to know the difference between the laws governing residential real estate and commercial real estate? Had a bad experience with a commercial agent and don't know where to turn? Wondering what zoning laws have to do with leasing a building? For the business owner, the new residential or commercial agent or for the curious this book will answer all your questions on how to lease a commercial office, warehouse, or retail building. Lynn Drake has completed over 1,500 real estate transactions over her career. Use this easy-to-read guide on how to determine how many square feet is needed, determine the market rates, find buildings for lease, and put together a request for proposal, helping you to find and lease the perfect building for your business.

Good Commercial Sense

Commercial property is increasingly coming under the spotlight of traditional residential investors, as housing markets become difficult to pick. Written by Karina Barrymore, best-selling author of The Power of Property (978-0-7314-0483-4), Good Commercial Sense is a comprehensive guide to investing in commercial property. It compares commercial property with other investment assets, which type of property to buy, picking the next trend, the risks, property trusts, maintenance, management and more.

Keys To Being A Successful Leasing Agent

Commercial property market today is largely built on and around the relationships created with property investors, business owners, landlords, and property developers. Strategies underpin opportunities in commercial real estate today. This book will help you to build a career and market share in Commercial Real Estate Brokerage in your location, town, or city around the World. In this book, you will discover: Chapter One: Career in Leasing Chapter Two: How to Specialize Chapter Three: Penetrating the Market Chapter Four: Engaging Corporate Clients Chapter Five: Local Leasing Factors And so much more! Scroll up and click the "Buy now with 1-Click" button to get your copy now!

How to Make $100,000+ Your First Year as a Real Estate Agent

Jump-start your real estate career! How to Make $100,000+ Your First Year as a Real Estate Agent is more than just an introduction to the ins and outs of the industry; it's a step-by-step guide to beginning your career, with insider advice on how to build a lucrative real estate practice. Whether you're just out of college, changing careers, or looking to improve your game, you'll find fresh ideas on maximizing your sales and commissions. Darryl Davis' system puts you on track to a six-figure salary as he helps you Prepare for the real estate exam and get licensed Find the right real estate office where you can truly excel Build a referral base in just 12 months, starting from nothing Generate an endless supply of quality listings-the bloodline to a successful real estate career Develop a network with real estate professionals who can help you get ahead Packed with practical tips, sound guidance, and valuable resources, this is the essential first step in your new moneymaking career.

Insider's Tips to Operating a Successful Property Management Company

Why wait another day? Make the most of your commercial property. A commercial building is just a building; but, it's an investment once it's leased with positive cash flow. Sounds easy? It's not. To invest and lease right you need the help of an expert who has spent his professional life as a commercial real estate broker and investor. You need the decades-long master of commercial real estate on your side. You need Craig Coppola. Before you make your next commercial real estate investment move, read this book. In it you'll find Craig's wisdom, insights and how-to's - the very techniques he uses to maximize his clients' and his own investments. Thinking of taking on leasing by yourself? This book will guide you. Considering hiring a broker to represent your properties? This book will make you a better buyer of those services. It's fast, easy, indispensable!

The Art Of Commercial Real Estate Leasing

The Field Guide to Starting a Business offers encouragement and essential no-nonsense advice to the rapidly growing number of people who want to start businesses of their own -- from MBAs who want out of the rat race to homemakers who want to work out of their living rooms.

Field Guide to Starting a Business

This book offers a functional approach to space and ground leasing, assigning particular emphasis to such topics as escalation, appraisal, insurance, arbitration and brokerage. A section on drafting and numerous forms are also included.

A Documentary Guide to Commercial Leasing

Before you put that FOR RENT sign in the yard, read this Hello there, future landlord. You've found what you're looking for—a complete package of information and resources to teach you what you need to know and make your life (and your tenants' lives) easier. With Property Management Kit For Dummies, you can learn how to manage single-family homes, large apartment buildings, treehouses, dollhouses… okay, there's not much info here on managing dollhouses, but everything else is definitely covered. Find good tenants, move them in, and keep them happy and paying rent on time. When it comes time for a change, learn how to move tenants out and turn over the property, easy as pie. This book makes it simple to understand tax and insurance requirements, building maintenance concerns, and financial record keeping. Plus, the updated edition reflects the current rental property boom, new technologies, changes to the law, and the inside scoop on the latest Fair Housing issues to keep you out of court. Emotional support animals? Rent control? Bed bugs? Eviction? It's all in here. Find out whether property management is right for you, learn what you need to get started, and be successful as your residential rental property portfolio grows Get your ducks in a row—develop solid marketing and advertising strategies and resources, build up-to-date rental contracts, figure out the legal side of things, and minimize your income and property tax bills Make sure you're renting to responsible people, and deal with the occasional problem tenant without major drama Maximize your cash flow by keeping your rents at market prices, efficiently handling maintenance, and ensuring your property has great curb appeal with the features and benefits sought by today's tenants Become a top-notch property manager with this one-and-done reference, plus online bonus materials.

Manual on Commercial Leasing in Troubled Times

Tenants are often handed a long, dense lease with incomprehensible language and told to just sign it. Even if they're unable to negotiate better terms, they need to understand the rules that they're agreeing to play by.

Property Management Kit For Dummies

ESSENTIAL COVERGAGE OF THE COMMERICAL REAL ESTATE MARKET AND HOW TO MAKE IT WORK FOR YOU The one-stop guide to making money from buying, managing, and owning commercial real estate, Wealth Opportunities in commercial real Estate is the comprehensive resource you need in order to take full advantage of the market, whether you're just starting out or an old hand. Including industry case studies and expert advice from real estate expert Gary Grabel, the book teaches you the fundamentals-including how to evaluate a potential property and how to create value even before you buy-that other books leave out. Commercial real estate investing is an excellent, and highly profitable, investment choice for those with the right perspective and the patience to see their decision through. But to really succeed, it is essential to have a firm grasp of the basics of the real estate game before you get started. if you think you're ready, then this book is your first step.

Negotiate the Best Lease for Your Business

Build wealth through real estate Real Estate Investing All-in-One For Dummies will show new and seasoned real estate investors how to make smart decisions. With seven books in one, this complete resource will teach you how to purchase real estate, flip houses, invest in commercial real estate and foreclosures, sell your house, buy real estate internationally, and more. We even explain the ins and outs of short-term rentals like Airbnb, so all your passive income options are covered. With this book, you can start investing in real estate quickly and easily, thanks to user-friendly information and expert tips that will help you avoid costly mistakes. It's your one-stop resource for all things real estate. Learn how to buy and sell real estate, including how to find the best deals Determine whether flipping houses or short-term rental management is for you Maximize your earnings and minimize your tax bill in real estate investment Extend your reach outside the United States by investing in real estate globally This is the perfect Dummies guide for amateur real estate investors who need a hand getting started, and for seasoned investors looking to up their game with commercial, international, and other investment strategies.

Wealth Opportunities in Commercial Real Estate

Since it was first published, Retail in Detail has helped tens of thousands of retail business owners successfully start and run their businesses. It has established a reputation as a no-nonsense, down-to-earth guide for small retailers. This fifth edition has been fully updated for today's rapidly changing retail environment in the Internet age. A new chapter contains specific tips on using the Internet for marketing and two-way communication with customers. New sections cover becoming an e-tailer, including choosing a domain name, processing credit cards, shipping and receiving, and other Internet-specific issues. Brick-and-mortar retailers learn how to assess product vulnerability to competition from Internet businesses. This essential reference contains many specific examples and case studies, based on the author's experiences starting and successfully operating three retail stores and a bed and breakfast, as well as on the experiences of dozens of successful entrepreneurs. Worksheets can be used by beginning retailers to plan for and operate their business.

Real Estate Investing All-in-One For Dummies

Want to get started in property but worry you don't have enough money, time or experience? Stephanie and Nicky Taylor were there too. These dynamic sisters were working too hard, for too many hours. They wanted the time, freedom and options that property seemed to provide others, but they didn't know how to start and couldn't see anyone like them doing it. Since then, they have gone from financial uncertainty to building their own multi-million pound portfolio and creating an award-winning property business, HMO Heaven. Their unique Rent 2 Rent Success System will enable you to get started in property in a simple, ethical and low-risk way with little capital outlay. Their proven system has been used by hundreds of people across the country and has featured in publications, such as Entrepreneur magazine, The Telegraph and Property Investor Today. This book will: - Guide you right through the whole process, from getting into the right mindset to get started through to building and scaling up your portfolio - Reveal the 6 key areas you need to get right for rent to rent success - Share a proven, practical system that gets results, removes the stress and ensures you avoid expensive newcomer's mistakes If you're ready to become a gamechanger, join Stephanie and Nicky and get started on your property journey.

Retail in Detail

For decades, many different denominations have experienced devastating declines in attendance, finances, and influence. Thousands of church leaders have watched their congregations grow older, smaller, and, in many cases, whiter than their surrounding communities. Rising costs and decreased giving make it virtually impossible to sustain the staff and fabric of these organizations--let alone their spiritual mission. But all hope is not lost. In a clarion call that demands death to bring new life, the local church is tasked with evaluating and ultimately sacrificing all its resources--including underutilized real estate--to bring healing and hope to the poor, marginalized, and disenfranchised. Decades of decline do not foretell the death of the church, and by reimagining their church spaces, congregations can experience revitalization as they grow to better embody their missional purpose.

Rent 2 Rent Success

Success as a Real Estate Agent For Dummies shows you how to make your fortune in the real estate business. Whether you are looking to rev up your real estate business, deciding whether to specialize in commercial or residential real estate, or just interested in refining specific skills, this book is for you. This no-nonsense guide shows you the fun and easy way to become a successful real estate agent. It provides expert advice on acquiring the skills needed to excel and the respect and recognition you'll gain through making sales and generating profit. Soon you'll have all the tools you need to: Prospect your way to listings and sales Build a referral-based clientele Work with expired and FSBO listings Plan and host a successful open house Present and close listing contracts Market yourself and your properties online and in print Negotiate contracts and avoid derailment Stake your competitive position Achieve excellent relationships with clients Spend less time to earn more money This guide features tips and tricks for working with buyers, must-haves for a successful real estate agent, and common pitfalls that can be avoided. Also included is a list of Web sites for real estate agents that are valuable resources for success. With Success as a Real Estate Agent For Dummies, you'll discover how to acquire key skills and get on track for a successful career!

Closing Costs

Your no-nonsense guide to becoming a successful real estate agent in the Australian and New Zealand markets As the Australian and New Zealand housing markets begin to recover, now is the time to make the jump to your new career as a real estate agent. If you're already an agent, it's a great time to sharpen your skills and increase your commissions. Success as a Real Estate Agent For Dummies provides the foundation and advice you need to become a real estate superstar. Written specifically for agents and potential agents in Australia and New Zealand, this handy, plain-English guide gives you all the tools you need to bring in new prospects, close sales, build a referral base, plan open houses, present and close listing contracts, and give yourself a leg up on the competition. Whether you want to get involved in commercial or residential real estate, you'll find all the guidance you need to do it right. Includes handy tips and tricks for working with buyers Offers practical advice on prospecting and generating leads online, including how to use social media Presents tried-and-true tactics and fresh ideas for closing deals Whether you're looking to get started in real estate, or you're a working agent who wants to up your game, Success as a Real Estate Agent For Dummies gives you the tools and insight you need to compete—and succeed.

Success as a Real Estate Agent For Dummies

Overview Do you want to make $100,000+ per year? In any marketplace, a real estate agent has the opportunity to create hundreds of thousands of dollars in income. An agent's income is especially significant when viewed against the capital investment required by the business. Most agents need as little as $2,000 to start up their practices. Compare that to any other business and you'll find that most involve sizeable investments and burdensome loans to buy equipment, lease space, create marketing pieces, develop business strategies, and hire employees — all to achieve what is usually a smaller net profit than what a real estate agent can achieve in the first few years. It's almost too good to be true! This course will provide you with all the knowledge you need to become a successful real estate agent. This specialist course is about acquiring sales skills, marketing skills, time-management skills, people skills, and business skills. It's about gaining more respect, achieving more recognition, making more money, and closing more sales. It's a guide that helps you achieve the goals and dreams that you have for yourself and your family. You will be taught the "real stuff" that works and is laid out in a hands-on, step-by-step format. You can also find time-tested scripts in most sales-oriented chapters. The scripts are designed to move prospects and clients to do more business with you. (If you're a junior member of the grammar police, you may find that some don't perfectly align with your expectation of the English language. The objective of sales scripts, though, is not perfect sentence structure but rather maximum persuasion of the prospect or client.) Content - Acquiring the keys to Real Estate Success - Prospecting for Buyers and Sellers - Developing a Winning Sales Strategy - Running a Successful Real Estate Business - ten tools that are essential for any real estate agent's success - how to avoid the ten big real estate sales mistakes etc. Duration 3 months Assessment The assessment will take place on the basis of one assignment at the end of the course. Tell us when youfeel ready to take the exam and we'll send you the assign- ment questions. Study material The study material will be provided in separate files by email / download link.

Success as a Real Estate Agent for Dummies - Australia / NZ

If you were to ask a group of people, which investments they would love to venture into, many of them will say they'd love to venture into real estate. This perhaps explains why a big proportion of millionaires have interests in real estate. This means one thing; real estate is a preferred investment for anyone looking to build wealth. While investing in any type of real estate will yield lots of profits, the truth is that not all niches are equal. I could easily say that 'some niches are more equal than others' and for a reason; commercial real estate in particular is the most profitable of them all. Look at the biggest real estate companies the world over- you will notice that a huge percentage of them have their interests in commercial real estate. Similarly, if you want to get to the next level of return on investment, perhaps venturing into commercial real estate is the one thing you need. This does not mean that commercial real estate is a preserve of big corporations though- even as a starter, you can still get into commercial real estate. All you need to do is to play it as the pros do it while leveraging on your unique competitive advantages as a small investor to make the biggest return on investment while keeping your customers happy. Are you looking for comprehensive information on how to make that happen? Are you looking for beginner friendly information that will hold you by the hand as you invest in commercial real estate? Do you want to set yourself up for success as a commercial real estate investor? Well, this book will answer these and other questions. In this book, you will learn: Why you should make it your priority to invest in commercial real estate A comparison between investing in commercial real estate and residential real estate What you should work towards as you get started in commercial real estate investing The factors that influence the demand for commercial real estate How to get started with commercial real estate investing How to finance your commercial property investment The risks that come with investing in commercial property Powerful tips that will set you up for success The myths that surround commercial property investments Answers to frequently asked questions about commercial real estate investments And much, much more! If you are passionate about investing in commercial real estate, this book has everything you will need to get started. Buy your copy NOW!

Real Estate Agent Diploma - City of London College of Economics - 3 months - 100% online / self-paced

All the information, advice & strategies you neet to evaluate commercial space; determine the real cost of renting; deal with landlords, brokers & lawyers; understand lease terms; negotiate advantageous terms and avoid common pitfalls.

How to Make Huge Cash with Section 8 Rentals the Landlord Handbook How to Be a Great Landlord and How Small Investors Can Get Started in Commercial Properties

How to make money investing in real estate, even if you don't know where to start. Real estate still represents one of the most effective investment options in the world. Forbes.com recently stated that real estate is among the "5 Best Investment Strategies in a Volatile Market." People who invest in rental estate are confident in their skills even though real property can be a question mark. Renting out space is a way to create a steady income. Keep reading if you'd like to understand what you could do with rental property. Here's a preview of what you will discover: How to start earning money from your rental property with an EXACT FORMULA (even if you are a beginner). How to identify the best location to rent out with specific techniques. The essential methods to increase your property's value and making it different from the rest of the others in this huge and competitive market. How to recognize the signs that tell you to give up on your rental property. Why it is fundamental to choose between residential or commercial real estate. The strategies to develop the right mindset in order to achieve rental property success. Important questions to ask when you're evaluating real estate property that brokers are afraid to hear. How to find and keep great tenants with the tips of successful property owners. How to find funds for your rental property investment (even if you don't have any savings or you don't want to pay from your own pocket). And much, much more... Even if you don't have savings at all or you don't know where to start, this book will help you understand the process of investing and acquire your first rental. This book can also guide you in case you already know the basics or have your own rental, by explaining to you how to best manage your properties and take real advantage from them. With the step-by-step plan in this book, you will be able to kick-start your real estate investment business, create a new steady passive income stream, and achieve financial freedom in less time than you can even imagine. If you want to learn how to earn more money through rental properties, you should start this book today!

An Insider's Guide to Home Buying

3 of the 2513 sweeping interview questions in this book, revealed: Setting Priorities question: What Real estate agent questions can you ask yourself to help you prioritize your tasks? - Business Acumen question: Have you ever been over Real estate agent budget? - Selecting and Developing People question: Tell me about a time when you demonstrated too much initiative? Land your next Real estate agent role with ease and use the 2513 REAL Interview Questions in this time-tested book to demystify the entire job-search process. If you only want to use one long-trusted guidance, this is it. Assess and test yourself, then tackle and ace the interview and Real estate agent role with 2513 REAL interview questions; covering 70 interview topics including Introducing Change, Most Common, Variety, Project Management, Responsibility, Sound Judgment, Decision Making, Time Management Skills, Values Diversity, and Selecting and Developing People...PLUS 60 MORE TOPICS... Pick up this book today to rock the interview and get your dream Real estate agent Job.

Leasing Space for Your Small Business

A reliable mortgage broker is in constant demand and never short on business in any economic condition. According to the U.S. Department of Labor, the average income of mortgage brokers is $43,210. The mortgage brokering business is one of the fastest growing occupations in America today, yet the financial success rate for these new brokers is dismal. It is estimated that less than 30 percent of new mortgage brokers ever become financially successful. Virtually all mortgage brokers are paid strictly on commission, so there is little motivation for the company to help you succeed. You need the proper training to be prepared. This new book will provide you with a road map to financial success. You will learn how NOT to make the big mistakes most new brokers make, how to put a loan package together, how to find borrowers, how and what to charge, how to guarantee your fee, how to make buyers and sellers happy, and how to quickly and easily locate the best deals for your customers. Additionally, this book provides you with information on licensing and exam fees, the expenses of doing business, your vehicle and insurance coverage, sales techniques, simple methods to get hundreds of referrals, software programs that make running your business effortless, the private mortgage segment, the commercial market, secrets to using the Internet, realtors, online tools and ideas, mortgage technology tips, Internet leads, building partnerships, and much more. We also spent thousands of hours interviewing, e-mailing, and communicating with hundreds of todays most successful mortgage brokers. This book is a compilation of their secrets and proven, successful ideas. If you are interested in learning hundreds of hints, tricks, and secrets on how to earn a high, consistent income as a broker, this book is for you. Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed.

Earning Passive Income Through Rental Properties

Community Real Estate Development: A History and How-To for Practitioners, Academics, and Students introduces the fundamentals of affordable housing to aspiring development professionals. From understanding the history informing today’s affordable housing programs to securing financing and partnering with public and private stakeholders, this primer equips students and emerging professionals for success in a unique area of the real estate industry. Topical chapters written by nationally recognized leaders in community real estate development (CRED) take a didactic approach, using real-life examples and case studies to provide context for reflection. Drawing on the authors’ experience as private sector developers, state and municipal housing officials, and not-for-profit executives, this versatile resource offers an insider’s perspective on creating and maintaining affordable housing in any real estate market. Features: Covers topics including community design, development policy, tax credits, land use planning, development rights, historic buildings, adaptive reuse, tax increment financing, and gentrification Presents interviews with development professionals in asset and property management, commercial real estate brokerage, and local housing authorities and government agencies Highlights winning case studies from a student competition to inspire similar classroom activities Includes a glossary of CRED-specific terminology to help readers master the language of affordable housing Contains diverse examples, planning tools, and "programs to make numbers work," with a companion website available Blending the latest academic research with hard-won insights from the field, Community Real Estate Development prepares the next generation of affordable housing professionals to continue the work of its pioneering authors and editors.

Real Estate Agent Red-Hot Career Guide; 2513 Real Interview Questions

This is the definitive guide to advanced leasing for owners of retail properties. This comprehensive manual starts with the critical elements needed for a successful negotiation. You will then learn the 10 most common negotiating errors before the author gives specific negotiating techniques and tactics for many areas of the lease that increases income and value while reducing risk. Areas covered include negotiating basic rent; percentage and additional rent; handling incentives, crafting use clauses and tenant benefit clauses, to name a few. You will benefit greatly from several sections of this book that are unique in the literature: how to make the most prudent and cost-effective use of professionals such as lawyers, accountants and brokers; methods of determining appropriate rent levels (including retail percentage rent from a landlord's strategic negotiating viewpoint); the importance of renewing a tenancy, as compared to the industry common practice; crafting effective "green" leases; and how to write good leases for mixed-use developments. One former real estate VP for a brand name retailer says: "Retailers don't want landlords to learn these negotiating strategies."The Editor in Chief of Retail Insider says: "Masterguide to Leasing for Retail Landlords is a must-read for anyone involved in or thinking of becoming involved in the landlord side of leasing, or even someone looking to gain insight into how it's done. Mr. Morris takes you through the steps and provides insight that only someone extremely knowledgeable could provide. Rather than reinvent the wheel, why not learn from the expert?"

The Complete Guide to Becoming a Successful Mortgage Broker

UPDATED THIRD EDITION There''s a HUGE problem in the commercial real estate business that nobody is talking about- DUE DILIGENCE. Investors are leaving big money on the table by not learning these essential principles. Most investors, real estate brokers and commercial real estate professionals barely scratch the surface conducting their due diligence. Mainly because "they don''t know what they don''t know. I''ve spent over 30 years helping investors buy and sell over 9 million square feet of property and witnessed the practices of professional and small investors. It wasn''t until I became an acquisition executive and learned some humiliating, expensive lessons that "I didn''t know what I didn''t know". You will learn how to avoid mistakes with costly consequences, create more value, and more essential information for buying investment property. This book is a #1 Best Seller of commercial real estate books on Amazon. It is an easy-to-follow, proven "step by step" system that investors and real estate professionals use regularly while conducting their due diligence. It will help you to make informed, intelligent decisions when deciding whether to buy or NOT buy. Adhering to a proven system allows you to conduct due diligence faster, easier, more efficiently and you''re less likely to miss something. Here are just a few of the lessons you''ll learn: Negotiating the purchase and sale agreement and what you MUST include in order to maximize your opportunities to negotiate further with the seller. (Super important to know.) Reviewing the leases Not knowing what provisions to watch for could cost you dearly once you own it. (Don''t leave it up to chance to "work out.") Uncovering hidden problems and issues (Sellers will NOT disclose these, so you need to know where to look for them. They will not "hand you a list of problems" about the property. Many of these issues could make or break your investment.) Critical factors to consider during your financial analysis. There''s a list of essential questions included that MUST be addressed. (Leaving these questions unanswered can be potentially devastating to an investment.) Not "over-paying" by making sure you''re getting all you deserve, by getting credited fairly for items on the closing statement. (This includes specific items to review, instructions on what to ask for to minimize your chances of getting taken advantage of, potentially losing big money by not having this information.) These fundamentals remain the same and are all applicable whether they are: residential rental properties, industrial, retail, or office buildings. This system will help reduce risk and create value for all of them. In addition, the handbook includes: PHYSICAL & MECHANICAL INSPECTION PHOTOS (That shows you what to look for and how to assess issues.) Due Diligence Checklist Due Diligence Document Checklist Sample Tenant Questionnaire (A sample list of questions that you should ask of tenants when conducting a tenant interview. This is a wealth of information when done properly. Learn this or lose out.) By having this valuable system, you will be more prepared and confident in your ability to negotiate, going up against ANY seller. As a pilot uses a pre-flight checklist prior to each flight, you''ll want to refer to this handbook every time you buy an investment property.There are too many things to remember. We need reminding as much as we need learning! Warren Buffet said, "Risk comes from not knowing what you''re doing." So having a proven system in place helps you know what you''re doing.Buy the book now! It will be one of the best investments in real estate you ever make. Not buying it could be one of your most costly decisions.

Community Real Estate Development

3 of the 2538 sweeping interview questions in this book, revealed: Behavior question: Why are you better suited for this position than other Leasing Agent candidates? - Ambition question: In the Leasing Agent future, how would you prefer to divide your time in any area? - Analytical Thinking question: What happens when you are called upon to make a statement on the spot, to make a Leasing Agent decision without having all the facts, to solve a problem that will only be exacerbated by delay? Land your next Leasing Agent role with ease and use the 2538 REAL Interview Questions in this time-tested book to demystify the entire job-search process. If you only want to use one long-trusted guidance, this is it. Assess and test yourself, then tackle and ace the interview and Leasing Agent role with 2538 REAL interview questions; covering 70 interview topics including Problem Solving, Toughness, Persuasion, Communication, Salary and Remuneration, Getting Started, Leadership, Negotiating, Motivation and Values, and Business Systems Thinking...PLUS 60 MORE TOPICS... Pick up this book today to rock the interview and get your dream Leasing Agent Job.

Masterguide to Leasing For Retail Landlords

Managing and Leasing Commercial Properties