



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

Mike Lipsey

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Real-estate tips from a proven seller. Presented in a succinct, easy-to-use format, this guide is an entire real-estate 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's real estate market. Includes sample letters, checklists, and other useful resources.



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