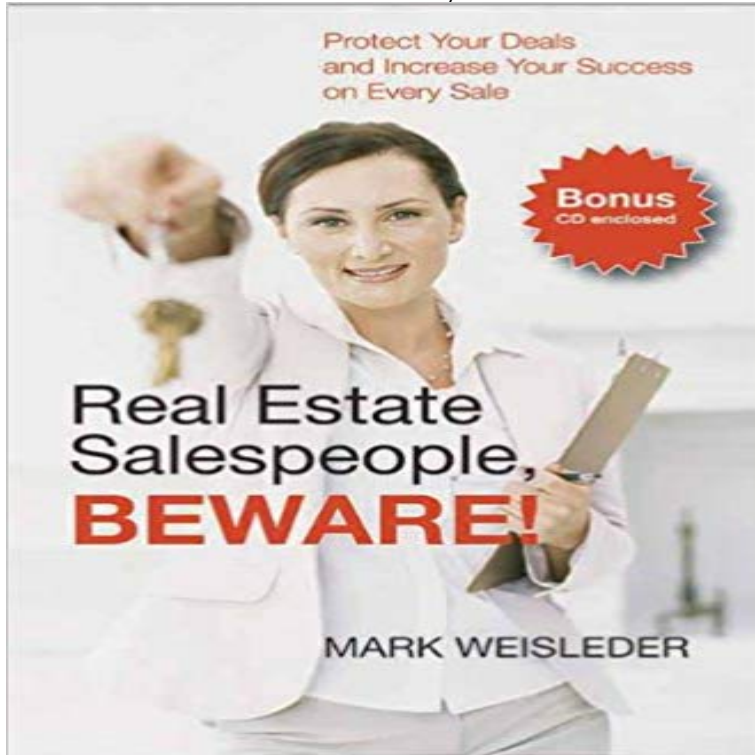


Real Estate Salespeople, Beware!: Protect Your Clients and Increase Your Success on Every Deal



Real Estate Salespeople say that buying a home is all about location, but for the salespeople themselves, real estate is all about disclosure. Now, in his expanded and updated guide, real estate lecturer and lawyer Mark Weisleder shows real estate professionals how to serve their clients in a manner that protects their deals, increases their success, and keeps them liability free. Using real life examples, Weisleder covers a wide range of important topics, including key disclosure issues, new Internet brokerage models, multiple offers, identity theft and mortgage fraud, Canadas Privacy Act, how to handle disciplinary hearings, and much more!

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