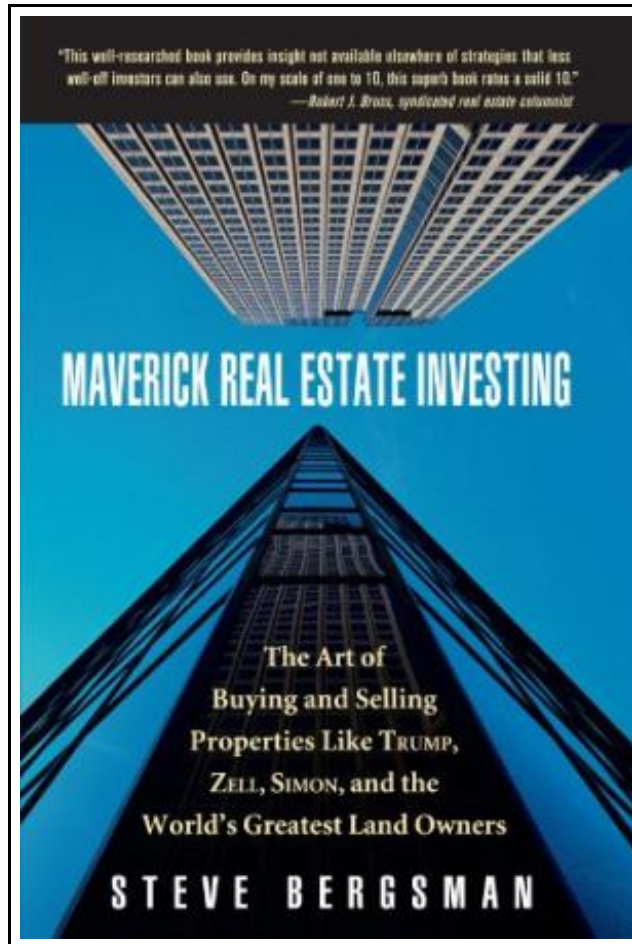


# Maverick Real Estate Investing: The Art of Buying and Selling Properties Like Trump, Zell, Simon, and the World's Greatest Land Owners



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John Wiley and Sons Ltd. Paperback. Book Condition: new. BRAND NEW, Maverick Real Estate Investing: The Art of Buying and Selling Properties Like Trump, Zell, Simon, and the World's Greatest Land Owners, Steve Bergsman, The Ultimate Guide to Buying and Selling Property Like the Experts How do the world's most successful developers--from Donald Trump to Sam Zell--make the most of every real estate transaction? The answers are found throughout Maverick Real Estate Investing. In this one-of-a-kind book, you'll learn the secrets to making a good deal, using other people's money, establishing cash flow targets, finding the best locations, getting top legal and tax counsel, overcoming negative responses, selling at the right time, and much more. It's must reading for every aspiring real estate titan, and will give you the tools necessary to make every deal a profitable one. "Steve Bergsman's profiles of some of the most successful investors of our time give an illustrative and illuminating insight into how the best in the business have consistently managed their risk and raised their returns. If you want to make it in the competitive world of real estate investing, read this book!" --Dale Anne Reiss, Global and Americas Director of Real Estate, Hospitality, and Construction Services, Ernst & Young "For the novice--and even the experienced--investor in real estate, Steve Bergsman's book contains lots of worthwhile ideas. Better still, it clearly explains how to implement them. Easy to read and insightful, it's one of the better how-to investment guides around." --Richard Rescigno, Managing Editor, Barron's "I have been reading Steve Bergsman's insightful real estate reporting and commentary for over a decade. He is one of the best real estate writers in America, as evidenced by his captivating analysis in Maverick Real Estate Investing, where he melds personalities and investing principles into a very...

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