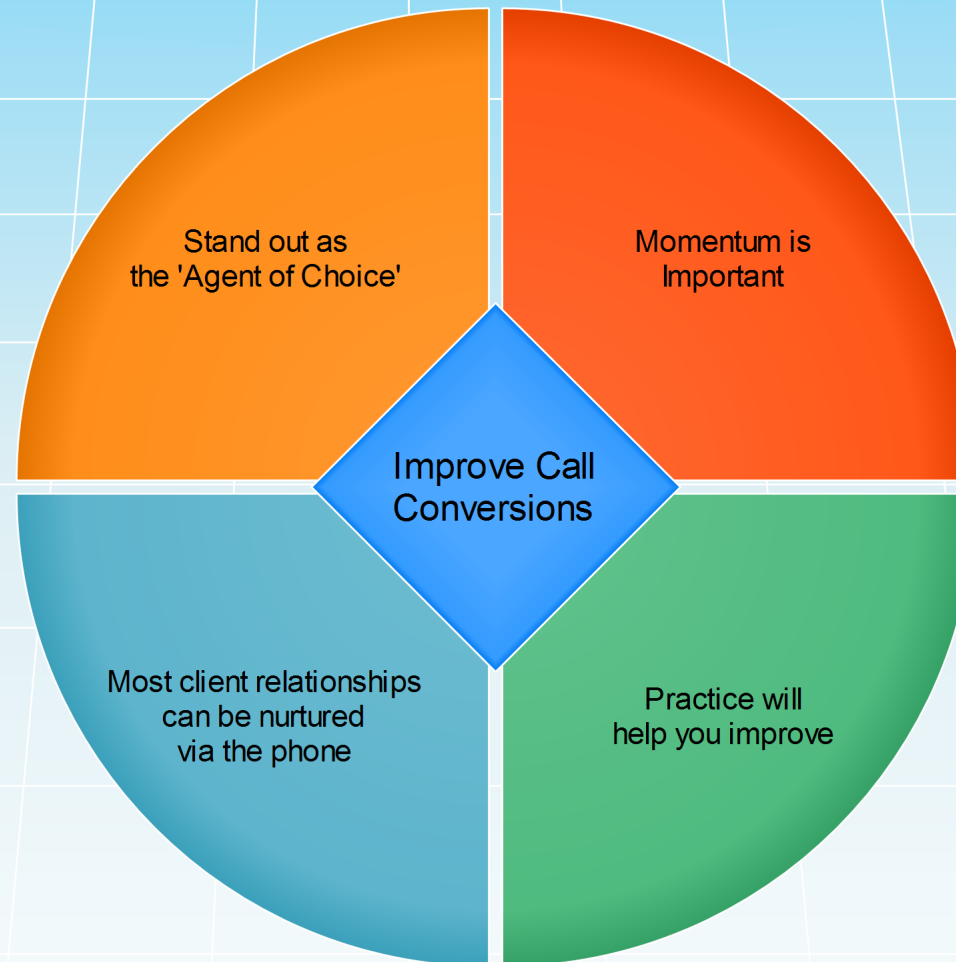


Easy Cold Calling Techniques in Commercial Real Estate Brokerage



'Make plenty of calls to the right people in an ongoing way. Develop your conversations and your connections accordingly; get to know the right people for the location. That is the best way to approach a career in commercial real estate brokerage.'

- John Highman, Broker Coach