

ABC's of 21st Century Realtors

Our Business is more than Listing and Selling Real Estate!

By Dr. John S. Baen, Professor, University of North Texas

A	APPRAISERS/ASSET MANAGER
B	Building Managers- (Rentals and more coordination)
C	CLIENT RELATIONS EXECUTIVES
D	DISPOSITION NEGOTIATORS- (ESTATES, DEFAULTS, FORECLOSURES)
E	ENVIRONMENTAL CONSULTANTS (LEAD, ASBESTOS, RADON)
F	FARM INVESTMENT SPECIALISTS
G	GOVERNMENT COMPLIANCE OFFICERS
H	HOME IMPROVEMENT ADVISORS
I	INTERNET INFORMATION FILTER
J	JOINT VENTURE EXPERTS
K	KEY AND SECURITY OFFICERS
L	LEGAL/CONTRACT FORM SPECIALISTS
M	MORTGAGE EXPERTS/LOAN ANALYSIS/FEEES AND RATES
N	NEGOTIATION EXPERTS
O	OWNER FINANCING/OFFICE LEASING
P	PORTFOLIO MANAGERS
Q	QUANTITATIVE ANALYSIS/QUESTIONS WITH ANSWERS
R	RETAIL LEASING/ RETIREMENT INVESTMENTS
S	SECURITY ANALYST/CRIME TRENDS/ STARTER HOME CONSULTING
T	TAX ADVISOR/INFORMATION (AD VALORUM/IRS)
U	UNDERWRITERS, ASSISTANTS
V	VACATION RENTAL ADVISORY SERVICES
W	WEBB PAGE MARKETING/ WARRANTY ADVOCATES
X	X-PERT RESEARCHERS
Y	YIELD EXPERTS/YOUR PERSONAL REPRESENTATIVE
Z	ZONING AND CODE ADVISORS/ ZIP CODE DEMOGRAPHICS