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The Brokers Practical Guide To Commercial Leasing
This comprehensive guide covers all aspects of a commercial real estate transaction and offers advice, commentary, and forms to expertly negotiate and close the deal. This revised edition features new forms and covers recent changes in law and practice, including the USA Patriot Act, anti-money laundering laws, the subprime mortgage crisis, and terrorism and hurricane insurance.

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In this new book, prominent real estate attorney Sidney G. Saltz pokes holes in both of these stereotypes, and provides a clear, concise explanation of the legal issues commonly encountered in commercial leasing transactions. Saltz explains the lease provisions commonly found in nearly every lease, how these provisions differ depending on the physical situation and the nature of the deal, and also delves into lease provisions unique to certain kinds of leases, buildings, owners or tenants.

With a sales closing ratio of 83 percent, compared to a 22 percent industry average, attorney and business broker William "Bill" Thomas shares the proven sales model he developed and teaches to the brokers in his own company.

A hands-on guide to the fast and ever-changing world of high-frequency, algorithmic trading Financial markets are undergoing rapid innovation due to the continuing proliferation of computer power and algorithms. These developments have created a new investment discipline called high-frequency trading. This book covers all aspects of high-frequency trading, from the business case and formulation of ideas through the development of trading systems to application of capital and subsequent performance evaluation. It also includes numerous quantitative trading strategies, with market microstructure, event arbitrage, and deviations arbitrage discussed in great detail. Contains the tools and techniques needed for building a high-frequency trading system Details the post-trade analysis process, including key performance benchmarks and trade quality evaluation Written by well-known industry professional Irene Aldridge Interest in high-frequency trading has exploded over the past year. This book has what you need to gain a better understanding of how it works and what it takes to apply this approach to your trading endeavors.

"This How to Book shares my knowledge of the Business Brokerage industry. My hope and desire is everyone who reads this gains numerous beneficial skills. Hopefully, my thirty plus years, of experience, will provide information which will help you make more money, fewer mistakes, and cause the brokerage industry to become better." Bob C. Ross I have attempted to give you a detailed amount of information about the business brokerage industry without a lot of "fluff." Unlike other authors of books on business brokerage, you may call or e-mail me with any questions you have about the contents stated in this book or on a business you are attempting to list, pricing a listing, reviewing an Offer to Purchase, or anything you feel you need some help on or if you simply desire a second opinion. Take advantage of my thirty years of experience in brokerage and valuations. I wrote this "How to Book" because I want to share my knowledge of this industry with people thinking of entering the industry or with current brokers who want a good reference manual. It is my hope and desire that everyone who reads this gains knowledge. Hopefully, this information will help you make more money, fewer mistakes, and make the brokerage industry better. I wish it were possible to meet with each of you personally.

Ask Your Mortgage Broker is based on real-life stories and hard-earned experience that Blair Anderson has collected over the last nineteen years of his career as a mortgage broker. It illuminates the residential mortgage brokerage industry in Canada. This book is an expose of the industry's history, utilitarianism, and best-kept secrets. It is a must-read for every existing or potential homeowner and it meticulously debunks the myths about mortgage brokers that are designed to mislead you. If you want to shake off your preconceptions and take control of your financial health, instead of following the typical herd mentality, Ask Your Mortgage Broker offers you practical tips and guidance from the front lines.

The Practical Guide to Wall Street is an indispensable resource for anyone who aspires to a front-office sales or trading position on Wall Street and an essential desk reference for market practitioners and those who interact with this exciting but widely misunderstood industry. Written by an experienced trader in a clear, conversational style and assuming no previous background in finance, The Practical Guide to Wall Street provides a thorough schooling in the core curriculum of the equity and equity derivatives sales and trading business - exactly what you would learn from sitting beside the traders at a tier-one Wall Street investment bank (except that in practice, traders rarely have time to provide such detailed explanations!) Topics covered include: Clear, detailed and intuitive explanations of all major products, their function, pricing and risks (several of which are unavailable anywhere else despite producing billions of dollars in annual revenue for Wall St.) The layout of the trading floor, the roles and responsibilities of the different sales and trading groups and how they interact to service the client business An overview of the structure of the macro-economy and the trader's perspective on the significance of economic data releases and their impact on the financial markets A review of those concepts from fundamental valuation and financial statement analysis of greatest relevance on the trading floor (as opposed to abstract valuation models) Practical details of the structure and functioning of the equity and derivative markets including translations of trader jargon, Bloomberg tips, market conventions, liquidity and risk considerations and much more... This book provides the first comprehensive explanation of all aspects of the functioning of the equities division, with information, details and insights previously only available to those who already worked on a trading floor. The availability of this material in a format accessible to non-professionals fundamentally changes the level of industry knowledge employers in the financial services industry can expect of new hires.

Capital raising, mergers and acquisitions and securities trading around the world often involve some connection with the United States and implicate the US securities laws. United States Securities Law: A Practical Guide .offers a concise overview of US securities laws from the perspective of a non-US participant. It is written not only for lawyers but for managers, bankers and others with an interest in the topic. This new edition has been significantly updated and expanded, including for the SEC's recent offering reforms and corporate governance developments. Praise for the Second Edition: This book has been a valuable resource in effectively counselling my company in the intricacies of SEC regulation. Jim, with his many years of counselling foreign issuers out of his firms London office, writes with a perspective that is particularly relevant to the needs of foreign companies listed on US exchanges. George Miller, Executive Vice President and General Counsel, Novartis Corporation. A well written and useful primer for those looking for quick, practical answers to real life questions or who wish to understand better the background and rationale to US securities law and regulation. Leland Goss, Managing Director, Credit Suisse. This book really is a practical guide to the US securities laws. It does a great job of explaining the rules and regulations in a way that can be understood by readers that are not themselves US securities lawyers. Peter Castellon, Director andamp; Counsel, Citigroup Corporate andamp; Investment Banking.

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