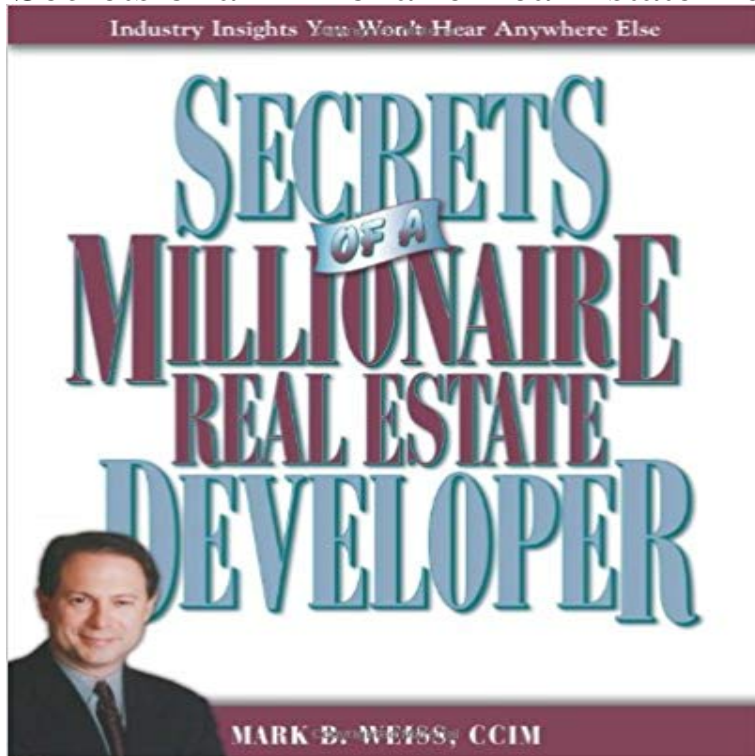


Secrets of a Millionaire Real Estate Developer



Developer, broker, landlord, investor, and teacher Mark B. Weiss, CCIM, offers proven strategies using his step-by-step process to achieve success, which is outlined in *Secrets of a Millionaire Real Estate Developer*. If real estate development calls to mind images of Donald Trump, gleaming office towers, or imposing industrial facilities, real estate investors must realize that only part of the picture. Opportunities to develop real estate begin on a local scale from single-family home renovations to small apartment buildings to small commercial or retail projects before moving to larger, more complex properties. *Secrets of a Millionaire Real Estate Developer* outlines what to do and how to do it at each stage of a development project, including making decisions as the team leader and understanding the numbers. Unraveling the complexities from dealing with bureaucracy to financing to negotiation to taxation to zoning this practical guide clarifies the process for those new to the business, while providing advanced strategies, reference sources, and motivation for those with some experience. Weiss shares his detailed technical knowledge to help readers: Determine if this is the right opportunity. Build diverse teams of reliable experts to get any job accomplished. Renovate for fast resale or for long-term profit. Read and write a contract. Work with state, local, and federal governments. Those considering a career change, landlords and investors looking to ratchet up results, real estate professionals ready to add a profit center, part-timers, and even established developers will find authoritative, real-world insights (including the authors Success Secrets not available anywhere else) to become a master real estate developer.

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