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Written by an industry expert, this title is completely updated to meet changing market needs, as well as changes in Florida law, this edition offers expanded discussion on financing, fair housing laws, and social media. It provides a step-by-step guide to conducting business in the real estate industry for new Florida licensees. Special learning features include action lists, useful online resources, case studies, a comprehensive appendix of useful forms, and tips for prospecting all the way through conducting a closing.

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