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Massachusetts Real Estate: An Instructor Preparation Course (Paperback)

By Claretta T Pam

Innovative Publishers, United States, 2013. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. This state-specific pre-license book is both a comprehensive resource and a perfect supplement to a general real estate textbook by covering the necessary topics in order to pass and qualify to be a Massachusetts Real Estate Instructor. Each chapter is organized by topic making it easy to correlate to a general teaching book. This topical format is enhanced by a mastery instructional approach combined with the authors keen insights to provide an unparalleled source for learning Massachusetts real estate instruction. Each chapter ends with exam questions representing the types of questions found on the state-licensing exam for mastery reinforcement. The useful appendices also provide valuable information helping students prepare for the state-licensing exam. Topics covered: Knowledge -Provide current information -Present alternative viewpoints on material when there is not a single position that is accepted industry-wide -Clearly identify opinions as the instructor s opinion -Build a proper foundation for each major element of a subject -Deal with all key elements of a subject -Cover the material adequately in the allotted time by refraining from attempting to cover too broad an area in...



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