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Wiley Publishing Releases

**A Master Guide to Income Property Brokerage:
Boost Your Income by Selling Commercial and Income Property
By John M. Peckham III, CCIM, CIPS, RECS**

The reliable, classic guide for successful Income Property Brokerage has been updated for the 21st Century. and released today by Wiley Publishers.

Publisher, Wiley Publishing states that for more than thirty-five years, earlier editions of this guide have been the most reliable, trustworthy resource for real estate brokers and agents who want to increase their commissions and sales. This revised 4th edition includes material that is critical to today's agent including how to use the internet to list and sell income property.

The author, John M Peckham III, CCIM, CIPS, RECS is Chairman of the Peckham Boston Advisory Company, a commercial investment real estate brokerage firm founded in 1963. He has sold over a billion dollars of income property using the methods presented in this guide. In addition, he has shared these success-building techniques with over 100,000 real estate professionals in forty-four states and several countries. He is a past president of the Massachusetts Association of Realtors® and a past chairman of the Strategic Planning Committee for the National Association of Realtors®. He has been honored as Realtor of the Year by both the Greater Boston Real Estate Board and the Massachusetts Association of Realtors®. Peckham is also the Executive Director of the Real Estate Cyberspace Society (www.recyber.com), a 10,000 member organization that helps its broker/agent members leverage their effectiveness using many of the tools in this guide.

According to Wiley the sixteen power packed chapters feature step-by-step income-building information that will help the reader: 1. Profit from five quick ways to find property owners who will sell. 2. Turn leads into listings that sell, 3. Set up operating statements that promote sales. 4. Profit from Condo conversions, 5. Increase sales using online resources and tools, 6. Make presentations that guarantee sales success.

This guide shows brokers how to list, finance, and sell any kind of income property—apartments, office buildings, retail blocks, shopping centers, industrial buildings, and other more specialized properties.

Through a special arrangement with Amazon and the Real Estate CyberSpace Society, this completely updated guide that sold for \$79.95 in the 14 printings of earlier editions can be purchased during this publication announcement period for only \$18.97 through the following discount link:

www.REcyber.com/newbook

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