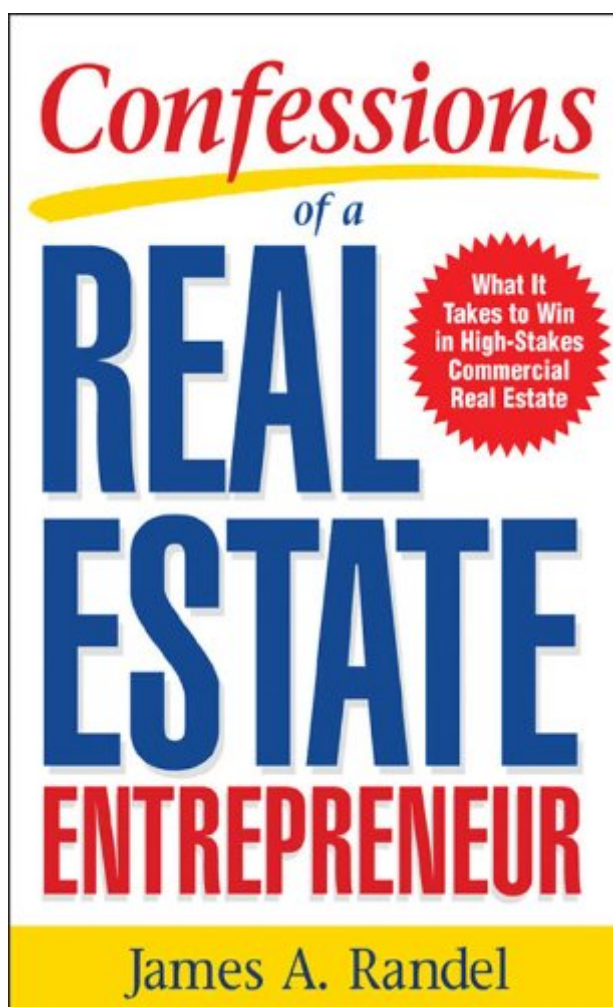


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# Confessions Of A Real Estate Entrepreneur: What It Takes To Win In High-Stakes Commercial Real Estate: What It Takes To Win In High-Stakes Commercial Real Estate





## Synopsis

A front row seat into the world of high-stakes commercial real estate investing. Confessions of a Real Estate Entrepreneur is for the individual who is ready to get serious about investing. Not a rah-rah or get-rich-quick book, this book is for someone who is prepared to think about what he or she wants to accomplish. James Randel provides the how and why. James Randel has been a successful investor and educator for 25 years. He teaches investing through stories and anecdotes â€” bringing to the limelight not just his successes (and there are some amazing stories of these) but also his mistakes. His candor is instructive and entertaining. It is said that â€œthose who can, do, and those who canâ€™t, teach.â€• James Randel is a rare exception as he is both a highly successful investor as well as an excellent teacher. If you are tired of the â€œsame old, same oldâ€• and prepared to play in the big leagues, this book is calling your name.

## Book Information

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## Customer Reviews

Great Book, full of examples and street smart tactics. I've read Jim's book about three times and

every time it's an enlightening experience. He provides nuances on many real estate deals with pervasive jargon and dialog among deal makers. Unlike dozen of other real estate books which I've read, his approach is very practical to get the most out of every deal. I can safely say that I can apply his scenarios and tactics during negotiation. I bought Jim's other books, *The Skinny on Willpower*, *Success*, *Network* to get myself started and motivated in investing in real estate. Excellent books with graphics and straight to the point. I am so impressed with Jim's book, knowledge, and IT WOULD BE GREAT IF HE AGREES TO BECOME MY MENTOR FOR ANOTHER SUCCESS STORY IN HIS BOOK. That's my next step!

I know this phrase is overused a lot in reviews but, this book is a must have 4 anyone involved in commercial real estate weathered be investing development or construction this book will give you some very valuable insight to the do's and don'ts of the business. Mr Randle Also goes over the other ways to profit from commercial real estate other than just investing and properties. In the book The author goes over the mistakes he has made when buying properties and how you could avoid them. He also goes over and analyzes his success and why he was successful with his deals. I think this book is a foundation in every commercial real estate professionals library. I will definitely be using it as a reference guide for when I purchase my first property.

Great book, definitely recommended. Shows specific strategies for a variety of real life deals including the financials. Not designed to be a comprehensive all in one real estate book, it's great for those who are ready for more advanced (and more profitable) real estate investing. It's written by an author who was a real estate lawyer, then broker, then entrepreneur, so he brings a very well rounded perspective. He seems honest, even with a full chapter dedicated to his mistakes, and of course, how you can learn from them. I've read a few real estate investing and development books before. This book taught me some ideas that are a lot more powerful than any I'd read before, with specific, hands on ways to get them done. It's motivating because he shows a clear path to get this done. And the deals are on a much bigger scale than a lot of the beginner books, so you can reach your goals much faster. Time to get moving.

I'm a seasoned investor, but found some great tips in this book. I would highly recommend this to anyone who is just beginning in investing or the the experienced investor.

As a practicing commercial real estate professional who has read many books on the subject, I

found Mr. Randel's book to be one of the better books on the subject. The real life examples used in the book (he gives both the good deals and the not so good deals that he's done) made the book very enjoyable if only because he corroborated some of the practices that I use in managing my commercial properties. There was also enough insight to ensure I make the next deal better or don't make the same mistake twice. The book is not too technical in that it doesn't go through long drawn-out calculations on valuing property/deals however it does give you the important figures to watch out for so that you don't overpay or undersell. The most valuable thing about the book were the countless examples of how to improve the properties "value" to the next buyer. Mr. Randel seems very honest to say that most Real Estate deals are not get rich quick schemes and most take a lot of hard work and possibly time to work through. He is also humble enough to admit that a little luck doesn't hurt either. Several different types of Real Estate investment are covered in the book including land development. I'll hope to see another book by Mr. Randel in the future.

I am absolutely thankful for how clear and concise this book is. You can be an average Joe, and after reading this book know exactly how to handle Real Estate transactions. Every person should read this book to have a shot at Real Estate investments. Students, parents, teachers, grandparents, you name it, they should read this. Most well written "manual" on an otherwise complicated subject. I would give this infinite stars if I could :)

An excellent read for anyone hoping to be successful in RE. As a young business person, I've followed Mr. Randel's teachings through his Skinny On series. He has truly helped to further my career and my knowledge basis in the real estate world, what to do, what not to do, and how to think through decisions comprehensively. Confessions is a good guide, with candid writing, and easy to follow instructions and examples.

This book is real time real world stuff. Having been a real estate investor and agent myself for 30 years, I so much enjoyed the reality of this book. I'll bet most readers will expand their know how with this book. It zeros in on commercial and not bloody houses. Most successful investors I know dont mess with nouses. I hate all the unrealistic rah rah rah books. No you cant buy a multi million dollar deal for zero down!!

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