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Home sweet home or money pit? The second edition of this national bestseller shows readers dozens of Tips and Traps to be aware of when purchasing a home. Learn how to deal with brokers inspectors, and lawyers—ask the right questions and learn when to make an offer. 20 illustrations.
A comprehensive guide to protecting—and increasing— home investment value The latest in the hugely popular Tips and Traps series, Tips and Traps for New Home Owners contains all the information you need to move in, financially operate, and successfully maintain your first home. From financial record keeping and obtaining insurance to surviving the move-in and ensuring home value, real estate expert Robert Irwin provides practical, real-world advice that: Shows ways to maximize investment expenditures, including minimizing taxes, timing refinancing, and more Outlines ways to avoid home ownership pitfalls, from a thorough premove checklist to an annual maintenance schedule Offers expert guidance in home improvement and modernizing for every part of the house Explains how to evaluate a home's current value and future price

Leading real-estate author Robert Irwin provides home builders with valuable money-saving tips to building a home from the ground up in Tips & Traps When Building Your Home. Featuring a self-test to determine whether the reader is more suited to hiring it all out or doing some of it alone, this user-friendly guide outlines the perilous traps that often come with building your own home. Irwin helps readers determine whether or not to hire out the entire process or whether to act as the primary contractor. Once that is decided, Irwin then helps builders determine: How building and contracting effects home-owners' insurance Whether or not to hire an architect If building plans need to be presented to the local zoning board Contractors' and builders' adherence to electrical codes, sewage codes, and occupancy codes

Gives advice on such topics as evaluating the property's future value, homeowners' rules, insurance issues, the board of directors, and maintenance responsibilities
The practical, real-world guide to succeeding as an agent Scared of starting a new career in real estate? Wondering if you have what it takes? Don't worry! Robert Irwin's Tips and Traps for Getting Started as a Real Estate Agent answers all your toughest questions. Irwin helps you start your real estate career on the right foot, and presents proven, reliable guidance on every aspect of the profession. This handy guide shows you how to get licensed and start making money immediately. It walks you through those first tough days and weeks on the job, helps you find a great mentor, and shares all the basics of the business—from listing and selling properties to conducting open houses and escrow. Delivers the skills and tools you need to become a top-performing agent, including how to: Manage your time for maximum efficiency Work less and earn more by closing bigger deals Bring in more referrals so you can stop hunting for clients Take home a bigger commission in every deal

Updates you on new tax advantages, broker alternatives, environmental minefields, triumphing in down markets, and other vital concerns.

Win new customers—and keep them coming back Whether you run a billion-dollar company or a mom-and-pop small business, you have to know your customers and know what they want. Written by three marketing experts, Tips & Traps for Marketing Your Business is filled with marketing best practices that show you how to win over new customers and make existing customers more profitable. You ' ll also find practical and proven marketing tips and traps to help you grow your business, lessons learned from realworld experience, and tangible examples from the leading companies in business today. Connect with your target market Unlock hidden streams of profit and increase sales Develop and deliver a compelling story for your brand Effectively and profitably manage customer relationships Determine how much media weight is enough and how to avoid spending too much Attract customers to your Web site

Franchises are red-hot business opportunities - offering everyone from the corporate downsizing victim to the mid-life career changer to the recent college graduate the best path to becoming a successful business owner in today's troubled economy ... Some franchises are mined with hidden costs, inflated revenue promises, poor marketing support, and worse ... Learn how to tell the difference before you take the plunge! There's never been a better time to buy a franchise than now, provided you know what you're doing, says author and successful franchise owner Mary Tomzack. In this candid, hard-hitting book, Tomzack provides a crash course in selecting the right franchise and turning it into a lucrative, satisfying business. You'll learn all the insider secrets you need to succeed, including how to select the best franchise for your personal finances and lifestyle; what the 5 hottest franchise opportunities are for the '90s; the questions you should ask up-front, before buying any franchise - questions that will prevent unpleasant surprises down the road; how to avoid the six most common first-year pitfalls; special sources for financing if you are a woman, a minority member, or a veteran; how to navigate the legal maze, understand the fine print of a franchise agreement, and avoid last-minute "deal breakers"; what to do in your first months as a new franchisee - from buying equipment ... to recruiting and training employees ... to mounting local promotions; where the ground-floor opportunities are in multiunit franchising and international franchises; how to build a business empire with franchises; and much more! You'll also hear the war stories and success secrets of a wide crosssection of franchisees from across the country. They will provide you with the hard-won tips, strategies, and advice that you can rely on to help make your new venture a successful one.

There is no easier way to win a game of chess than by luring your opponent into a devious trap. Similarly, there s nothing worse than being the one on the receiving end. Tricks, traps and swindles lie in wait everywhere, especially so in the opening phase of the game, and many battles can be won or saved simply through learning and mastering the most important ones.In this instructive and fun book, Gary Lane looks back though chess history and at modern times to create a list of his own favourite tricks and traps. Selecting from hundreds of contenders, Lane examines a variety of factors in order to decide which ideas are most worthy of inclusion. Discover the stories behind the most cunning tricks and traps of all time; how you can utilize them to score easy wins; and how you can avoid being tricked yourself. "An entertaining guide to the best ever tricks and traps" invaluable advice from a seasoned tournament player "Ideal for players of all levels Gary Lane is an international Master and an experienced and successful player on the international tournament circuit. He qualified to compete at the World Cup in 2005 and is a former Commonwealth Champion. A prolific and popular chess writer, he is also a respected chess coach who has been involved in training some of England and Australia s top junior players."

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