

Claire Nackoney, from Florida, April 25, 2006, ★★★★★

A Gem of a Book- Review as reviewed on Barnes and Noble

“Commercial Real Estate Career Education and Resource Guide” is a gem of a book for anyone seriously considering a commercial real estate career. I learned about this book last February while I was attending an academic conference in Columbus, OH, and spoke with Dr. Margot Weinstein at her book signing at the Ohio State University bookstore. Dr. Weinstein, who co-authored the book with Dr. Norm Miller, provides the reader with tips on how to break into the commercial real estate field along with comprehensive information on US-based colleges and universities with real estate degree and certificate programs as well and real estate trade associations that a person can join. The book is divided into four parts. Part 1 contains information on education and skills needed to succeed in the field along with practical advice for students on finding employment in the real estate industry. Part 2 contains an A to Z listing of university real estate programs. This section includes information such as the URL addresses for the schools, contact information, types of degrees and certificates offered, length of study, number of students enrolled, number of graduates per year, and number of full and part-time faculty in the real estate program. Part 3 provides yet another A to Z listing of real estate trade associations and professional organizations a person can join to pursue continuing education and to network with others in the field. The information in this section is formatted similarly to Part 2. What I enjoyed the most, however, was Part 4. This section contains professional and career advice profiles of successful realtors like Arthur Adler, Marshall Bennett, Steven Good, Peter Linneman, and Nancy Suvarnamani, to name a few. These successful individuals share personal and professional insights on what it takes to be successful in this field. Part 5 of the book provides a general glossary of key real estate terms. For anyone seriously considering a career in commercial real estate, this book is well worth the \$20.00 investment”