



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

By Jim Randel

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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 – 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 “*those who can, do, and those who can’t, teach.*” 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 “*same old, same old*” and prepared to play in the big leagues, this book is calling your name.

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Editorial Review

Review

One of Robert Bruss' Top 10 Real Estate Books of 2006

“This book's theme is 'add value' to real estate, whether you invest in raw land, houses, run-down factory buildings with rezoning potential, or fixer-upper apartments and offices. The self-deprecating author shares his mistakes and his successes, along with his advice to invest with as little of your own cash as possible so profits can be maximized.”

(Bruss, Robert J. *San Francisco Chronicle*. 2006-12-08)

From the Back Cover

Insider Secrets to Better Ventures and Bigger Returns in Commercial Real Estate

If you're ready to move beyond basic buy-and-hold or fix-and-flip investing, *Confessions of a Real Estate Entrepreneur* is for you. Full of real-world wisdom from successful investor James Randel, this insider's guide is packed with detailed examples of real-life deals, demonstrating strategies to help you avoid the mistakes that Randel and other investors learned the hard way. You'll learn about:

- Due diligence and researching properties
- Financing strategies that maximize your buying power
- Legal terms, issues, and conditions you should understand
- Profiting through option agreements
- The thirteen vital skills for real estate success

"*Confessions of a Real Estate Entrepreneur* provides all the tools for analyzing, buying, improving and profiting from the investment in income producing properties."--Jeff Dunne, Vice Chairman, CB Richard Ellis

"Jim's focus on the building blocks, the creativity, and the strategy of deal making gives readers a front row seat into this high stakes, and richly rewarding game."--Jim Fagan, Managing Director, Cushman & Wakefield

About the Author

James Randel is a real estate attorney, broker, and investor with more than 25 years of experience investing in both in commercial and residential real estate. He has been a featured commentator on television and has spoken at national real estate conferences around the United States.

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Angela Smith:

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