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Takes To Win In High-Stakes Commercial Real Estate  
By James A. Randel**



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James Randel is a real estate attorney, broker, and investor with more than 25 years of experience investin in both in commercial and residential real estate.

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### **Confessions of a real estate agent**

Saturday I met an agent with an ego that demanded attention no matter what the cost. We had an appointment for her buyers to meet at a listing of mine.

### **Confessions of a "real" estate agent**

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