



## Smith of Smith Commercial Real Estate publishes 12th book

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Edward Smith, Smith  
Commercial Real Estate

Sandy Hook, CT Ed Smith of Smith Commercial Real Estate has published his 12th book, "Building Your Commercial Real Estate Practice," and Dearborn publishing has released the second expanded edition of Smith's textbook "Commercial and Investment Real Estate: Tools of the Trade."

"Building Your Commercial Real Estate Practice" begins by reviewing what you need to know to do commercial real estate transactions. It then focuses on over 40 ways to build a commercial real estate business. Some of the things you will learn:

- Where to find clients and customers.
- Where to find inventory.
- How to create a business plan.
- Understand the numbers.
- Daily prospecting activities.
- How to catalog.
- Asking the right questions.
- Develop presentations.
- Social Media.
- Marketing and more.

Smith has four decades of experience in commercial and investment real estate. This is his 12th book on real estate. He has also created over a dozen continuing education courses which he

teaches regularly for real Estate Associations, Colleges and Companies. Most of his books are available on Amazon.com. Visit his website: [CommercialEd.com](http://CommercialEd.com)

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