

Career Opportunities

When Unlimited Growth Is The Only Limit You Want

(NAPSA)—Do you have what it takes to become a commercial real estate sales professional?

Some helpful assets are a pleasant personality, honesty and a professional appearance. Maturity, tact, trustworthiness and enthusiasm are needed to motivate prospective customers. Agents should also be well-organized, detail-oriented and have a good memory.

Many people enter commercial real estate because they like the idea of being respected professionals in one of today's most dynamic industries.

They like being able to offer guidance that helps customers locate the right property in which to start or grow a business.

But perhaps the most compelling reason for going into real estate is the unlimited growth potential.

One of the best ways to launch a career in commercial real estate may be to train with a nationally-franchised real estate organization. A career with an established organization can often yield tremendous growth opportunities—personally, professionally and financially.

Some companies offer specialized programs to help agents focus on particular segments of the real estate industry, such as commercial and investment real estate.

For example, the CENTURY 21® Commercial specialty market program offers training that can help members specialize in the sale and



Real estate salespeople are respected professionals in one of today's most dynamic industries.

marketing of mid-priced commercial properties, including land for development, industrial sites, apartments, farms, ranches, retail centers, hotels and motels.

"The support and training I received really helped me become successful, and I found a career that lets me enjoy the lifestyle and freedom I wanted," said Thelma Frazee, a Chicago-based broker consultant.

With approximately 700 offices and nearly 2,000 sales associates in the United States and Canada, the CENTURY 21 Commercial program has an enormous network of investment professionals who specialize in the field of commercial real estate.

For more information, visit a CENTURY 21 office or visit www.Century21.com/commercial.