The essential guide to real estate leadership

As real estate leaders confront the challenges of the 21st century -- from technological disruption of their industry to issues of housing affordability, changes in government, crime, sexual harassment, diversity, natural disasters, and more -- the task of building a successful business can seem daunting and possibly out of reach. But there is a path to thriving in an age of disruption, and it begins with listening and learning. Earlier this year, Inman surveyed its readers, specifically targeting real estate's rank-and-file members, to ask them what they wanted from the leaders of the real estate industry. What are real estate leaders doing right? What are they doing wrong? What tools and tactics should they be using that they aren't already? What shackles of the pre-digital world should they leave behind? What traditions should they continue to uphold? How should they address the larger challenges facing society -- if at all? After receiving numerous intelligent and thoughtf...

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