



February 2014.

## **Brokering Changes**

From Employing MBAs and other specialists to operating from swanky offices to actually diversifying from their core area to turning realty developers, brokerage firms are a far cry from what they were in the past, writes Madhusudan Sahoo.

Brokers are very aware of the facts of the real estate industry and engage learned MBA professionals as their team leaders with spacious office premises laden with all technological gadgets for the smooth and effective usage for the sales staff. Consequently, they play a significant role in becoming buyer or investor and the developer, Alok Tyagi, CMD, ATN Group.

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