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## Economy: How Brokers,

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### Economy How

The Middleman

Economy argues that,

while transaction costs

have decreased for

everyone, they have

decreased at an even

faster rate for

professional middlemen,

leading to have an even

larger role in today ' s

economy. The book ' s

subtitle, “ How

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Dealers And

suggests that middlemen

are both more

ubiquitous and

necessary than even

most professionals

realize.

The Middleman

Economy |

SpringerLink

Marina Krakovsky is a



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Bay Area journalist and  
the author of The

Economy How

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(Palgrave Macmillan).

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showing houses to your client, or a sales rep in any field. (as more than two million Americans are), you 're not.

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The middleman

economy : how brokers,

agents, dealers, and

everyday matchmakers

create value and profit.

[Marina Krakovsky] --

Drew Rosenhaus, the

most powerful agent in

the NFL, infuriates team

owners but manages to

give clients what they

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want.

The Middleman  
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"We often think of a middleman as someone to avoid - the person who stands in the way, or does nothing at all. But the truth is that the person in the middle whether it's a venture capitalist or a real estate

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- Kindle edition by

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PropTech 2017:

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### Dealers, and

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### Create Value and Profit

1 . With the rise of the Internet, many pundits predicted that

middlemen would

disappear. But that

hasn't happened. Far

from killing the

middleman, the Internet

has generated a thriving

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new breed.

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economy: how brokers,

agents, dealers, and ...

In The Middleman

Economy, Silicon Valley-

based reporter Marina

Krakovsky identifies and

elucidates the six key

roles that middlemen

play. Drawing on eye-

opening research from

many fields —

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economics, sociology,  
psychology — and

integrating it with

profiles of some of the

most admirable

middlemen in the  
world,...

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'We often think of a

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middleman as someone  
to avoid - the person

who stands in the way,  
or does nothing at all.

But the truth is that the  
person in the middle  
whether it's a venture  
capitalist or a real estate  
broker can create great  
value: and the best  
middlemen are true  
partners who make you  
a lot of money.

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Marina Krakovsky:

"The Middleman

Economy" | Talks at

Google

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'We often think of a

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to avoid - the person

who stands in the way,

or does nothing at all.

But the truth is that the

person in the middle

whether it's a venture

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What Middle Managers  
Can Learn from Agents,  
Brokers, and ...

The person in the  
middle, whether it ' s a  
venture capitalist or a  
real estate broker, can

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create great value: and  
the best middlemen are  
true partners who make

you a lot of money. The

Middleman Economy

shows you how. ”

—Barbara Corcoran,  
Founder, The Corcoran  
Group “ Krakovsky

reveals a riveting truth:  
we are all middlemen.

Talks at Google - The  
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### Transaction Or Process

### Chain. A middleman will

### facilitate interaction

### between parties,

### typically for a

### commission or fee.

### Some critics say that

### businesses and

### customers should try to

### "cut out the



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"middleman" by dealing  
directly with each

other,...

Dealers And

Books - Marina

Krakovsky

Marina Krakovsky

writes and speaks about  
the practical wisdom of

the social sciences. Her

most recent book is The

Middleman Economy:

How Brokers, Agents,

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