

The Property Auction Guide

A guide to buying and selling antiques and collectibles discusses the twelve criteria for determining an item's value, common mistakes and how to avoid them, categories of collectibles, and how to find a bargain.

Praise for *How to Sell Your Home Without a Broker*
"On a scale of 1 to 10, this book is a 10." —Robert Bruss
Jump into the real estate game—and win big! Home values are crashing and foreclosures are way up. You might think this is a terrible time to get into the real estate market—but you'd be wrong! A crashing real estate market offers plenty of opportunity to profit, if you know how to change your strategy and adjust to the new market reality. In *The All-New Real Estate Foreclosure, Short-Selling, Underwater, Property Auction, Positive Cash Flow Book*, top real estate investors and authors Chantal and Bill Carey show you how to get in safely and get out profitably. They present four new strategies for taking advantage of today's high foreclosure rate and explain how to invest for the long-term as the market resets to more realistic levels. Novice investors will find plenty of strategies for profiting without risking all they have, and old hands will find new, unconventional techniques that will help them continue to profit even if the market continues to struggle. Inside, you'll learn how to: Combine short-

term and long-term investing strategies for cash flow today and tomorrow Buy mortgages in foreclosure at rock-bottom short-sale prices Avoid dealing with lenders by using the seller as your banker Utilize the right type of real estate auction for your investment needs Maximize your cash flow for big profits now and in the future Prepare yourself to profit from rising prices and near-term inflation Whether you're a first-timer or an experienced real estate pro, this is the ultimate guide to getting into the real estate market safely and cheaply—and getting out rich!

Discover everything you need to become a successful property investor, developer or renovator in Martin Roberts' practical and inspirational guide. From buying a house at the best possible price, to undertaking a complicated conversion project; from investing in commercial property to buying a rental property abroad, BBC TV's Homes Under the Hammer presenter, Martin Roberts, teaches you how to avoid the pitfalls and holds your hand through this exciting, lucrative and rewarding world. This is the definitive guide to successful property development. Using his own experience in developing property, Martin shows you what to do and what to avoid. You will learn about: - Buying at auction - Finding the right location - Rental and capital growth strategies - Negotiating the best deal - Buying overseas - Weathering downturns in the market - And much, much more. ABOUT THE

SERIES People have been learning with Teach Yourself since 1938. With a vast range of practical how-to guides covering language learning, lifestyle, hobbies, business, psychology, and self-help, there's a Teach Yourself book for everything you want to do. Join more than 60 million people who have reached their goals with Teach Yourself, and never stop learning.

Addresses how social interaction forms the foundation to sale of art and antiques worth many billions of pounds each year.

This book provides a comprehensive introduction to modern auction theory and its important new applications. It is written by a leading economic theorist whose suggestions guided the creation of the new spectrum auction designs. Aimed at graduate students and professionals in economics, the book gives the most up-to-date treatments of both traditional theories of 'optimal auctions' and newer theories of multi-unit auctions and package auctions, and shows by example how these theories are used. The analysis explores the limitations of prominent older designs, such as the Vickrey auction design, and evaluates the practical responses to those limitations. It explores the tension between the traditional theory of auctions with a fixed set of bidders, in which the seller seeks to squeeze as much revenue as possible from the fixed set, and the theory of auctions with endogenous entry, in which

bidder profits must be respected to encourage participation.

From small country auctions to Sotheby's and Christie's, an authoritative resource demystifies the often confusing auction process; instructs readers how to bid, how to consign an object for sale, how to evaluate an item, and how to recognize a fake; and covers such categories as Chinese Ceramics, Paintings, Silver, American Folk Art, and Collectibles.

Every day, across the country, real estate is auctioned off for a small fraction of the value of the property, sometimes starting as low as \$100. These government auctions are not just for the privileged few-they are open and available to you. In this indispensable guide-written by a real estate investor, attorney, real estate broker, and general contractor-you'll learn step-by-step how to buy houses, condos, time-shares, multifamily buildings, and more at county tax sales. Simple, easy-to-follow instructions show you how to research and choose properties and prepare for and bid at auctions. You'll even learn what to do with the properties after you buy them. Avoid hidden pitfalls, learn little known tips and tricks, and buy real estate like a pro. Untold riches can be yours when you scoop up real estate for mere pennies on the dollar.

The first Encyclopedia of Commercial Real Estate
The Encyclopedia of Commercial Real Estate Advice

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covers everything anyone would ever need to know on the subject. The over 300 entries inside not only have hard hitting advice, but many share enlightening stories from the authors experience working on hundreds of deals. This book is actually a good read, and pulls off making the subjects enjoyable, interesting, and easy to understand. As a bonus, there are over 150 time and money savings tips many of which could save or make you 6 figures or more. Some of the questions this informative guidebook will answer for you are... Who Are You When Buying a Commercial Property? How to Value a Property in 15 Minutes Should You Hold, Sell, or Cash Out Refinance? The 7 Critical Mistakes to Avoid When Repositioning How To Recession Proof Your Commercial Property How You Can Soar To The Top by Becoming a Developer How to Choose The Right Loan and Make Sure It Will Close as Proposed How to Manage Your Property Manager Whenever you have a question on any commercial real estate subject, just open this invaluable book and get the guidance you are looking for. Find author Terry Painter: apartmentloanstore.com businessloanstore.com

How to Pick Up Foreclosures is a step-by-step guide to buying the right properties for the maximum return. It walks you through finding potential properties and provides checklists for on-site analysis of each property. This book is packed with all the forms you'll need to find,

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purchase, and track your properties using Wade Cook's innovative investment system. Step-by-step guide to getting super discounted properties before the auction. Instructions on how to value the property. That this best-selling book is now in its fifth edition proves what a popular choice letting property has become. Now that banks and building societies offer buy-to-let schemes, the floodgates have opened to thousands of potential landlords: 12% of all housing stock is now in the private renting sector. This fully revised and expanded edition provides reliable advice on all aspects of becoming a landlord. It advises on the pitfalls and the advantages, as well as how to choose the right type of property and how to calculate the finances. The Complete Guide to Letting Property also contains a wealth of new information on: landlord's associations; buying a long way from home; how to pick a good agent; negotiating with your tenant; taking non-paying tenants to court on-line; lodgers; buying property for children while they are students; adapting basements, lofts and garden rooms to make them suitable for letting; Interspersed with case studies and tips from experts, this book is a must read for anyone considering letting a property.

The auction method of marketing real estate is an increasingly popular and effective way to sell a wide variety of properties. Auction marketing provides many advantages such as fast turnover, carrying-cost saving and the opportunity for action-oriented target marketing. Often, an auction can be the best way to expose a property to the marketplace and obtain the highest net

profit.

Buy bank-owned properties at fire-sale prices! Banks and lending institutions today own more than one million foreclosed properties, more are in the foreclosure pipeline. Banks desperately want to get these properties off their balance sheets, but there aren't enough buyers. The result is a soft real estate market with prices investors and homeowners may not see again in their lifetime. In recent years many bargain-hunting investors and homebuyers made the mistake of trying to get foreclosure prices via short sales and pre-foreclosure--before the bank reclaimed the property. They've been burned by endless delays and uncertainty of the messy foreclosure process. With bank-owned properties, that's over. You deal directly with a motivated seller—the bank—and get the foreclosure price without the hassles and complexity of a short sale or pre-foreclosure. This book shows you how to negotiate the best possible terms with the real estate owned (or REO) department of a bank or lender, including step-by-step instructions and no-nonsense advice on finding great deals, estimating fair market value, and closing the deal. You don't need a ton of cash, because REO investing at fire-sale prices is affordable for almost any investor or homebuyer.

Provides detailed, step-based guidance on buying REO properties
Written by a super-successful REO investor with fifteen years of experience

This practical, real-world guide gives investors all the tools they need to make wise decisions when weighing the value and potential of investment properties. Written for old pros as well as novice investors, this friendly,

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straightforward guide walks readers step by step through every stage of property analysis. Whether you're buying or selling, investing in big commercial properties or single-family rentals, you'll find expert guidance and handy resources on every aspect of real estate finance, including:

- * Proven, effective valuation techniques
- * Finance tips for all different kinds of property
- * How various financing strategies affect investments
- * Structuring financial instruments, including leverage, debt, equity, and partnerships
- * Measurements and ratios for investment performance, including capitalization rates and gross rent multiplier ratios
- * Future and present value analysis
- * How the appraisal process works
- * Primary appraisal methods-replacement cost, sales comparison, and income capitalization-and how to know which one to use
- * How to understand financial statements, including income, balance, and cash flow
- * Case studies for single-family rentals, multifamily conversions, apartment complexes, and commercial office space
- * A detailed glossary of important real estate terminology

Sausa shows how to invest in tax lien certificates and tax deeds sold through government auctions.

Now in a newly updated second edition, this guide covers all the ins and outs of buying, renovating, and reselling distressed properties at big profits. Berges shows investors how to excel at every aspect of flipping, from finding great deals to analyzing property values, negotiating sales, and closing deals.

This book explains everything you need to know to locate and purchase real estate bargains from banks,

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public auctions, and other sources. It will guide you through every step of the process including finding properties, negotiating, and closing on your first deal. This book is your chance to learn the specific Rich Habits you must have in order to succeed as well as the Poor Habits that you must avoid at all costs. Read it to unlock the secrets to success and failure, based on Tom Corley's five years' study of the daily activities of 233 rich people and 128 poor people as the authors expose the immense difference between the habits of the rich and the poor. Learn the proven strategies of Michael Yardney, Australia's leading authority on the psychology of success and wealth creation and American co-author, Tom Corley, who's internationally acclaimed research on the daily habits of the rich and poor has changed the lives of hundreds of thousands of ordinary people around the world. This book has been written for people who...- Are living from month to month but want to get out of the rat race and become rich- Are financially comfortable, but aspire for more- Want to create lifetime wealth- Want to teach their children how to become rich and leave a legacy

The proof is in the testimonials that have arrived by the thousands: "This is a really great book. It's simple. It's straightforward. We read it. We ran our ad. We got over 100 telephone calls. We sold our home."—John Henke, Boise, ID. "Our real estate broker was green with envy. In 5 days we got 24 bids higher than the highest bid she got us in 11 1/2 years. You're our hero!"—Elizabeth & Tim Hunter, South Berwick, ME. "I had a business opportunity I couldn't take advantage of unless I sold my home immediately. I saw your book in a bookstore and sold my home the next weekend.

Thanks!"—Doug Walker, Salt Lake City, UT. "Thanks to your system I sold my home in 5 days at \$1.26 million. You saved me \$78,000 in real estate commission!"—V., Potomac, MD.

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Now in its third edition and timed perfectly to address a challenging real estate market, *How to Sell Your Home in 5 Days* turns the conventional on its head to present an innovative, practical, and foolproof alternative that makes the market work for you, the seller. Based on the one basic truth of free enterprise—that your home is worth exactly what the highest bidder will pay for it—this step-by-step plan shows exactly how to price your home attractively; make a timetable; write an effective ad; use buyer psychology, price points, and magic numbers to get the best price; and conduct round-robin bidding. It includes new information on the Internet—including a supporting website, www.5-day.com—the most recent testimonials, and updates to every phase of the process, from whether or not to renovate a kitchen before selling to the ins and outs of transferring ownership. Homes sold through the five-day plan sell for an average of 5% more than through conventional sales, plus, the seller doesn't have to pay a broker's fee—making this book among the best deals of the century.

Buying property at auction is nerve-wracking, exhilarating and can be hugely profitable - as long as you know the pitfalls to avoid. In this step-by-step guide you will learn why so many successful developers and investors buy at auction - and how you can buy and profit from property auctions. Offering expert tips and guidance you will be walked through the property auction process from start to finish - and be equipped with the knowledge you need to profit from property auctions.

Comprehensive and easy to follow, the guide is packed full of case studies, expert tips and watch points for the novice property auction buyer. The guide features: how to find auction property; tips for viewing; preparation checklist; how to calculate your bid price; research the market; raise finance; costs works; check legal paperwork; auction sale day; after the auction; real tales of auction buys; and, a directory of

auction houses.

It is often thought that buying or selling property at auction is complicated and risky and should only be undertaken by those with experience. However, nowadays, property auctions are an increasingly popular way for people to buy a home, increase their residential or commercial portfolio or sell an existing property. This book will guide to reader through the entire process, is packed with useful information and will ensure that the experience will be based on solid foundations, and that people avoid the pitfalls inherent in buying property at auction.

PROPERTY AUCTION GUIDE.How to Buy Property at AuctionThe Essential Guide to Winning Property and Buy-To-Let BargainsHow To Books

President Donald J. Trump lays out his professional and personal worldview in this classic work—a firsthand account of the rise of America’s foremost deal-maker. “I like thinking big. I always have. To me it’s very simple: If you’re going to be thinking anyway, you might as well think big.”—Donald J. Trump Here is Trump in action—how he runs his organization and how he runs his life—as he meets the people he needs to meet, chats with family and friends, clashes with enemies, and challenges conventional thinking. But even a maverick plays by rules, and Trump has formulated time-tested guidelines for success. He isolates the common elements in his greatest accomplishments; he shatters myths; he names names, spells out the zeros, and fully reveals the deal-maker’s art. And throughout, Trump talks—really talks—about how he does it. Trump: The Art of the Deal is an unguarded look at the mind of a brilliant entrepreneur—the ultimate read for anyone interested in the man behind the spotlight. Praise for Trump: The Art of the Deal “Trump makes one believe for a moment in the American dream again.”—The New York Times “Donald Trump is a deal maker. He is a deal maker

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the way lions are carnivores and water is wet.”—Chicago Tribune “Fascinating . . . wholly absorbing . . . conveys Trump’s larger-than-life demeanor so vibrantly that the reader’s attention is instantly and fully claimed.”—Boston Herald “A chatty, generous, chutzpa-filled autobiography.”—New York Post

Learn how you can make extra money now with this easy-to-follow guide for buying, rehabbing and selling real estate from sheriff sales and foreclosure auctions.

One of America's top tax lien and tax deed investors and instructors reveals high-profit money-generating tax sales and tax auction investment techniques covered almost nowhere else, yet also explains the basics and the potential dangers for tax lien investors just starting out in this lucrative area. This quick short and easy-to-read glimpse inside the real world of tax lien and tax deed investing is a must-have book for any serious tax deed or tax lien real estate property investor!

Traditional economic theory studies idealized markets in which prices alone can guide efficient allocation, with no need for central organization. Such models build from Adam Smith’s famous concept of an invisible hand, which guides markets and renders regulation or interference largely unnecessary. Yet for many markets, prices alone are not enough to guide feasible and efficient outcomes, and regulation alone is not enough, either. Consider air traffic control at major airports. While prices could encourage airlines to take off and land at less congested times, prices alone do just part of the job; an air traffic control system is still indispensable to

avoid disastrous consequences. With just an air traffic controller, however, limited resources can be wasted or poorly used. What's needed in this and many other real-world cases is an auction system that can effectively reveal prices while still maintaining enough direct control to ensure that complex constraints are satisfied. In *Discovering Prices*, Paul Milgrom—the world's most frequently cited academic expert on auction design—describes how auctions can be used to discover prices and guide efficient resource allocations, even when resources are diverse, constraints are critical, and market-clearing prices may not even exist.

Economists have long understood that externalities and market power both necessitate market organization. In this book, Milgrom introduces complex constraints as another reason for market design. Both lively and technical, Milgrom roots his new theories in real-world examples (including the ambitious U.S. incentive auction of radio frequencies, whose design he led) and provides economists with crucial new tools for dealing with the world's growing complex resource-allocation problems.

The All-New Real Estate Foreclosure Short Selling Underwater Property Auction Cash Flow Book Your Ultimate Guide to Making Money in a Crashing Market Chantal Howell Carey & Bill Carey Praise for How to Sell Your Home Without a Broker "On a

scale of 1 to 10, this book is a 10." —Robert Bruss

Jump into the real estate game—and win big! Home values are crashing and foreclosures are way up. You might think this is a terrible time to get into the real estate market—but you'd be wrong! A crashing real estate market offers plenty of opportunity to profit, if you know how to change your strategy and adjust to the new market reality. In *The All-New Real Estate Foreclosure, Short-Selling, Underwater, Property Auction, Positive Cash Flow Book*, top real estate investors and authors Chantal and Bill Carey show you how to get in safely and get out profitably. They present four new strategies for taking advantage of today's high foreclosure rate and explain how to invest for the long-term as the market resets to more realistic levels. Novice investors will find plenty of strategies for profiting without risking all they have, and old hands will find new, unconventional techniques that will help them continue to profit even if the market continues to struggle. Inside, you'll learn how to:

- Combine short-term and long-term investing strategies for cash flow today and tomorrow
- Buy mortgages in foreclosure at rock-bottom short-sale prices
- Avoid dealing with lenders by using the seller as your banker
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- Prepare yourself to profit from rising prices and near-term inflation

Whether you're a first-

timer or an experienced real estate pro, this is the ultimate guide to getting into the real estate market safely and cheaply—and getting out rich! Chantal Howell Carey, a member of Zonta International, has handled hundreds of millions of dollars in real estate sales and management as a broker, consultant, investor, and trustee.

Rev. ed. of: The complete guide to investing in real estate tax liens & deeds: how to earn high rates of return-safely / Jamaine Burrell. c2006.

Pre-foreclosure real estate is one of the hottest investment opportunities on the market. The Pre-Foreclosure Property Investor's Kit offers step-by-step instruction and no-nonsense advice on how to find great deals, estimate fair market value, negotiate with sellers, sell your property on your own, and win big in real estate. You'll learn how to get the best deals on foreclosure properties before they go to auction and utilize simple ready-made worksheets, checklists, forms, and agreements that make getting started easy. Even people of modest means can get into pre-foreclosure investing—all it takes is a little hard work, persistence, and the tools you'll find in this handy guide.

Despite the current volatility in housing markets around the world, property ownership continues to be seen as safer and more reliable than many other types of investment. However, property investment remains a complex business - for example, what

type of investment is best for a portfolio? Has every single expense been accounted for in renovating that 'bargain' property? What exactly are the implications of the credit crunch and the sub-prime market for the average property investor? The Complete Guide to Investing in Property looks at all aspects of generating money from property - whether that be by renting out spare rooms to lodgers, property development, buying land, holiday rentals or becoming a landlord. Fully updated for this fifth edition, it takes a fresh look at investing in the social housing market and using property as part of a pension plan, as well as providing commentary on the latest legislative developments governing landlords and tenants.

"This book concludes with valuable insights for improving the current auctioneer's profession in Malaysia. The contents of this book are based on authors' previous research and experiences in this area"--Backcover.

A nostalgic look at days when-- making a living demanded ingenuity as well as hard work; life, devoid of today's electronic media bombardment, was simple; and entertainment was derived from simple pleasures; family life was close-knit and relationships cherished; simple gifts were appreciated; parents practiced discipline; the Generation Gap had not been discovered; education was taken seriously; friendships endured; moral

values were taught at home; value was placed on handmade things; authority was respected; reading was not a lost art; consciences were heeded.

Welcome to the world of buying foreclosed homes at auction--a real estate strategy that lets you remove the middleman, decrease your competition, and buy at a discount. Bidding for properties on the courthouse steps while competing in real time with other investors is a thrilling experience. There's nothing like it in the world of real estate, but there's also a lot to learn. With dozens of insider auction secrets that are proven to help maximize returns, *Bidding to Buy* will show you the skills you need to successfully bid at auction, then turn a healthy profit on your investment. Successfully buying foreclosures isn't a matter of luck, and it isn't for insiders only. However, it does require a process--one that can be repeated for optimal returns. In this book, you'll find a full blueprint of the foreclosure process, including the repeatable five-step method that the authors have used to buy thousands of properties. Discover a new kind of real estate investment and uncover profits on your local courthouse steps! Inside, you'll learn how to: Find properties before they are broadly exposed to the market Understand the entire foreclosure process and how it differs from state to state Conduct complete title research and develop an eye for red flags Navigate the potential risks and pitfalls behind

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a live auction Access property listings and early posting data Build an accurate financial analysis on any available property Acquire creative and alternative financing methods, including no-cash solutions Complete critical post-auction steps, such as evicting tenants

Praise for The SmartMoney Guide to Real Estate Investing "Gerri Willis's SmartMoney Guide to Real Estate Investing is wonderful. It's easy to read and easy to use. In a matter of minutes after reading this book, I was able to make a decision on a piece of real estate I own that will potentially put tens of thousands of dollars in my pocket in the next ninety days. I'd say this book can pay for itself a thousands times over on your next real estate transaction."

-David Bach, bestselling author of Smart Couples Finish Rich and Smart Women Finish Rich "Leave it to Gerri Willis to leave me angry! Had I taken heed of her advice on negotiating price and understanding how agents 'really' work, I'm sure I could have saved thousands, probably tens of thousands of dollars on my last house! Great book. Gerri hits a 'home' run!"

-Neil Cavuto, Vice President, Anchor, and Managing Editor, Business News, Fox News Channel "An authoritative, informative, compelling case for real estate investment from a widely respected expert, Gerri Willis, who, most appropriately, thoroughly examines this issue from the individual investor's point of view." -David M. Jones, PhD, President and

CEO, DMJ Advisors LLC

Andrew Winter has had enough -- enough of sellers who think their house is the best when the reality is far from it; enough of buyers who expect so much more than they can afford; and enough of dodgy agents who give the industry a bad name. And now, for the first time inside this no-nonsense guide, he has something to say to you. If you're buying or selling property, you need help from someone who knows what they're talking about. Forget the spiel from agents and hype from the media -- read this straight-talking book and discover how to get your foot in the door, find a bargain, sell for a tidy profit or find the home of your dreams. Do you really know how to make money from real estate? Do you know what your house is worth? Do you know the pitfalls of buying a house based on aesthetics? Do you know how to establish a winning tactic for bidding at auctions? Do you know what the agent is thinking? Andrew Winter knows all of these things and more, and he has some cracking stories to tell you along the way. With more than 25 years in the property industry, including as host of the television series *Selling Houses Australia* on The LifeStyle Channel, Andrew can be trusted to tell it straight.

A complete guide to all aspects of property development and investment. Not only will this book help you to make a profit from property, it will also save you time and money. An insider's guide from

someone who's been there and done it all. So, you want to become a property developer? But where do you start? And how do you make a success of property investing? In this book, John Howard shares his vast experience in property development and investment. He offers insider tips and hard-nosed, practical advice on the business of property development, with unique insights that have made him a successful property developer. In this book, you'll learn... The basics of how to get started and actually put a deal together. Where to find funding and investors for your property deals. How to avoid common problems and pitfalls faced by novice investors. A simple process of how to buy and sell property. Which types of property to choose—flats or houses, residential or commercial, urban or rural? Where to find and buy properties, from auctions to online. Which type of property development to go for—renovation, restoration, or new builds? What sort of property developer you want to become Tips on buying to rent and buy-to-let mortgages. Whether to trade in a rising market or dropping market. How to avoid going under during property recessions. How to choose and work with builders, estate agents, and solicitors. Whether you're a first-time investor, a complete beginner, have already purchased a few properties, or are currently working in property, this book is for you! If you want to become an independent self-sufficient property developer, this

book will help you maximise your profits.

Why is your house "showing" but not selling?

Because buyers don't have to compete to own it! In fact, buyers can make you compete...pitting you against the seller down the street who will lower his asking price, throw in the wrought-iron lawn furniture, the off-road bike in the garage, and two tickets to Les Misérables-the only production lasting longer than the sale of your house. The way you value, list, and sell your real estate is frustrating, inefficient, and simply archaic. I'm asking you to consider a smarter real estate sales method that puts you in control, lets you stop worrying, and allows you to move on with your life.

The one of a kind book on E-Auction, is the first book in its domain, written in a lucid manner to be read by a common man as well as experts. This book provides complete coverage on all aspects relating to e-Auction including the planning, implementation and the results. The book covers 10 success stories on e-auctions. Book has also focused on 75 ideas to grow the business through e-Auction which recommends the actions and precautions to be taken. This book will find practical value and utility for the following communities and professionals:

- Companies (For complete guidance on all aspects including pitfalls which must be avoided)
- Bidders (For complete dos and don'ts, planning roles and responsibilities for their growth of businesses in a

safe and secured manner) • Service Providers (For detailed role of service providers so as to be efficient with limited responsibilities. They can select the commission/fee model as suggested to be charged by them to clients) • Students and Academicians (Especially for management students, as this book covers all theoretical aspects with practical guidance) This is the 1st edition of the book incorporating various facets of e-auctions such as design and planning, which are critical for operational success. This book is divided into the following 10 Chapters: • E-Commerce and e-Auctions: The new boom, delivering more than expected • [E-Procurement achieves higher service levels] Clear & brief procedure has been presented, giving practical tips to start e-procurement and e-selling, so that the total potential benefit of selling and purchasing is achieved with all its advantages in auto mode transactions. • E-Selling: A new avenue for better service and price through online engagement • E-Auction website • Hiring e-Auction service provider for e-Auctions • E-Auction - A proven tool for cost optimization • [Planning and designing of e-Auction] Fundamentals and basics of e-auction are provided, which is a pre-requisite for any implementer to understand, appreciate, and accept the methodology of e-auctions with full knowledge and clarity. • Implementing and conducting e-Auctions • [Ten inspirational success

stories of e-Auctions that every company should follow to increase profit] The author has also shared his experiences and learning from previous mistakes. • [75 Ideas for increasing your company's PROFIT through e-Auctions] The 75 ideas on how to grow business through e-auction, can be better utilised for company's growth in volume and with a fast delivery service. Reviewed by Dr. D.K. Aggarwal | President | PHD Chamber of Commerce and Industry "Dr. S.B. Saraswat, a renowned Industry and Supply Chain Management expert has written a book on "A PRACTICAL GUIDE TO E-AUCTIONS: 75 ideas for your business growth" based on the experience acquired in working with the large industries in India and abroad. Dr. Saraswat has penned down all the aspects relating to E-Auctions including the planning, implementation and the results. The book covers 10 Success stories on e-auctions which speaks self about the good commercial results through E-Auction. Book also has focused on 75 ideas to grow the business through E-Auction which recommends the actions and precautions to be taken while implementing E-Auctions." "The book encompasses the long experience of Dr. Saraswat in Industry and Commercial operations of various large industries including SAIL, Global Steel, Europe and other companies. The experience shared is worth appreciating and highly useful for the companies in

business of sale & purchase.” Reviewed by Mr. S.K. Roongta | Former Chairman | SAIL “The book has covered all the aspects of E-Auctions like planning, designing & its proper implementation by avoiding pitfalls. The book also covers ten success stories bringing out how E-Auctions are highly beneficial provided used appropriately. With Dr. Saraswat’s long experience in implementation of E-Auctions, he has outlines several ideas for business growth, in the book. The book also contains his recommendations he has based on the lessons learnt from the past experiences about E-Auctions.” Reviewed by Mr. Vinaya Varma | Managing Director and CEO | Mjunction Services Ltd. “In his book A Practical Guide to e-Auctions, Dr. Saraswat shares how companies should adopt and implement e-auctions as well as take the advantage of optimising costs in sales and purchase functions. The book covers various facets of e-auctions such as design and planning, which are critical for operational success.” “Dr. Saraswat’s knowledge and expertise in this domain make the book a must- read for entrepreneurs, CXOs and professionals, who are already into e-auctions and e-commerce or are planning to take a plunge. The success stories will surely inspire companies to adopt e-auction and e-commerce as a new normal.” Reviewed by Mr. Subhash C. Maheshwari | Former President (Procurement) | Ispat Industries Ltd. (Mumbai) “The

book written by Dr. Shyam Saraswat is unique to contain all the dimensions of e-Auction. The book has very vividly covered the considerations for developing the e-Auction website. It is also telling how to hire the e-Auction services out of available e-Auctioneers. The Book covers in details, the advantages and disadvantages, the impact on the buyers and sellers, various considerations and preparedness by bidders before participating in e-Auction etc. The book contains the planning, implementation, actual conducting of e-Auction which is a very good knowledge shared based on the experience. One of the most appreciating features of the book is that it has 10 success stories of e-Auctions demonstrating the results with facts & figures and outcome of the e-Auctions which will motivate the new entrants to adopt e-Auctions as a new mode of doing the business. Finally, what matters is that e-Auction should be conducted without mistakes, failures and bad outcomes in the business, for which 75 ideas for business growth have been presented based on long experience of conducting e-Auctions by Dr. Saraswat. These ideas are highly useful for the new entrants in the arena of e-Auctions and also for them who are already in e-Auction business for improving their existing operations.” “This book is self-contained covering all the aspects of e-auctions which I hope, will be highly useful for the business community, companies,

commercial professionals and users of e-Auctions. Bringing such a book in market is a good achievement of Dr. Saraswat which is worth appreciating.”

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