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The Middleman Economy details how middlemen have not only survived, but are thriving. Krakovsky 's great service is to have sliced middlemen into six new categories: the bridge, the certifier, the enforcer, the risk bearer, the concierge and the insulator. The names are wonderfully and accurately descriptive.

The Middleman Economy: How Brokers, Agents, Dealers, and ...

Praise for The Middleman Economy '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 broker can create great value: and the best middlemen are true partners who make you a lot of money. The Middleman Economy shows you how.'

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The Middleman Economy: How Brokers, Agents, Dealers, and Everyday Matchmakers Create Value and Profit. Marina Krakovsky. If you're a PowerSeller on eBay, or a real-estate agent showing houses to your client, or a sales rep in any field (as more than two million Americans are), you're not just pushing products.

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Books - Marina Krakovsky

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 middleman" by dealing directly...

Middleman Definition

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The Middleman Economy: How Brokers, Agents, Dealers, and ...

The Middleman Economy : How Brokers, Agents, Dealers, and Everyday Matchmakers Create Value and Profit by Marina Krakovsky (2015, Hardcover) The lowest-priced brand-new, unused, unopened, undamaged item in its original packaging (where packaging is applicable).

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The middleman economy : how brokers, agents, dealers, and ...

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The Middleman Economy

The Middleman Economy: How Brokers, Agents, Dealers, and Everyday Matchmakers 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 new breed.

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