

TED'S TOP TEN BUSINESS AND LIFE LESSONS

1. Work for the VERY BEST firm that will hire you.
2. Don't worry about titles or compensation.
3. Learn to write well. It's never too late.
4. Network seriously. Not just beer parties.
5. Get a Mentor. Someone who has successfully navigated BOTH hot and cold markets.
6. Great real estate wealth is lost, but also created, at the bottom of a cycle.
7. LEVERAGE KILLS! Debt never makes a deal an intrinsically better deal... just a riskier deal.
8. Never make an important decision based on an appraisal.
9. ALWAYS be client/investor focused: Sun-up to Sun-down.
10. Keep on learning after you graduate. Don't just read about real estate...read: *The Economist - The Financial Times - New York Times*