**Errata**

At Dearborn™ Real Estate Education, we are proud of our reputation for providing the most complete, current, and accurate information in all our products. We are committed to ensuring the kind of quality you rely on. Please note the following changes, which will be reflected in the next printing of *Real Estate Brokerage: A Management Guide Workbook, Ninth Edition*.

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| **Page/Location** | **Was** | **Change to** |
| 39, Key Terms | variable | variable expenses |
| 55, Key Terms | career seminar | career program |
| 55, Key Terms | recruiting seminar | recruiting program |
| 63, Key Terms | performance appraisals or reviews | performance appraisals |
| 69, Key Terms | consumer service survey | customer service survey |
| 81, Chapter 5 Quiz, 1 | b The gross domestic product (GDP) is the broadest indicator of the strength of the economy, showing the economic output and growth. | The gross domestic product (GDP) is one of the primary indicators of the general health of the economy, showing the total dollar value of all goods and services produced during a specific period of time. |
| 81, Chapter 5 Quiz, 2 | c | a |
| 91, Chapter 14 Quiz, 19 | The goal of career programs is to generate a pool of people to interview, not to promote the company to obtain new listings and buyers. Not every career seminar will produce interested candidates. | The goal of career programs is to generate a pool of people to interview, not to promote the company to obtain new listings and buyers. Not every career program will produce interested candidates. |
| 94, Chapter 16 Quiz, 20 | a | d |
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