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My life as a business broker

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Economy How Brokers

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.

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The Middleman Economy shows you how." —Barbara Corcoran, Founder, The Corcoran Group "In

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The Middleman Economy, Krakovsky has crafted a powerfully persuasive counterpoint to the notion that in today's society, middlemen are obsolete. Her captivating and well-researched narrative will convince you of just the opposite — that middlemen are even more critical to today's economic and social order, whether they function as Bridges, Enforcers, Certifiers, Risk Bearers, Concierges, or Insulators.

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whether they function as Bridges,

Enforcers, Certifiers, Risk Bearers,

Concierges, or ...

Books - Marina Krakovsky

A middleman will facilitate

interaction between parties,

Bookmark File PDF The Middleman Economy How 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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And Profit

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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