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MAGAZINE

THE BUSINESS TOOL FOR REAL ESTATE PROFESSIONALS

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Get true business-quality color output fast with the **OKIPAGE 8c** color printer. This desktop unit prints eight pages per minute in full color--faster than a laser printer--at a cost of 11–20 cents per page. It features four LED print heads and a straight paper path. $3,495 or lease for about $150 per month. *Okidata, Mount Laurel, N.J.; 800/OKIDATA;* www.okidata.com
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Compact map tools
Users of handheld computers can now access detailed maps of any place in the United States with DeLorme's **Solus Pro.** Download maps and route directions from the Internet and connect to a global positioning satellite receiver for navigation guidance. $39.95. *DeLorme, Yarmouth, Maine; 800/452-5931;* www.delorme.com.
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Training for buyer's reps
The Buyers Specialist sales training program teaches you everything you need to know to sell real estate as a buyer specialist, specifically addressing the needs of the first-time buyer. The step-by-step system includes 10 videotapes and two copies of the training manual. $495 (NAR members receive $100 discount). *Canmar Realty Systems, Vista, Calif.; 800/888-7594;* www.buyerspecialist.com.
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Possess property particulars
Property Pro CD is a research and marketing tool that retrieves current real property information on a county-by-county basis for seven Western states. You can generate reports, sales comparables, and profiles, and produce mailing labels, street maps, and parcel maps. Subscribe to CD-ROM updates or access information online to ensure that the data is always current. Prices vary, depending on the county and subscription type. For example, Los Angeles County data ranges from $135 to $175 per month. *Acxiom/DataQuick, San Diego; 888/604-DATA;* www.acxiom.com.
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Computer-based sales training
Help your real estate business grow with **Winning Pathways**, an interactive multimedia sales training program. Self-paced lessons help you focus your business plan; market yourself; set personal, career, and sales goals; track your progress; and analyze the results. Includes workbook and CD-ROM. $96 plus shipping and handling. *Winning Pathways, Tucson, Ariz.; 520/325-6173;* www.winningpathways.com.
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Digital camera at a nice price
Fuji's 1.5 million pixel **MX-500 Digital Camera** boasts professional-quality features at an entry-level price. The MX-500 features 24-bit color, auto focus, four flash modes, and RGB color filter, and it can record images in the standard Exif format in about five seconds to an included removable 4MB storage card. $499, including card, batteries, cable, and software. *Fuji Photo Film USA Inc., Elmsford, N.Y.; 800/800-FUJI;* www.fujifilm.com.
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Picture perfect
Now you don't have to be a computer graphics expert to post listings on the Internet. PictureWorks Technology's **Prepare & Post** software allows you to click and drag a photo from your desktop directly to a Web site. The software automatically converts the file to the site's preferred resolution, format, and size, then sends the image to the site's server. Price:$5,000 -- $25,000 one-time integration fee, depending on customer requirements, plus $5 or less monthly per user. *PictureWorks Technology, San Diego; 800/303-5400;* www.pictureworks.com.