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## **The Middleman Economy How Brokers Agents Dealers And Everyday Matchmakers Create Value And Profit**

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*The Middleman 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  
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the insulator. The names are wonderfully

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## And Everyday Matchmakers Create Value

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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.

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

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*The Middleman Economy | SpringerLink*

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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*

*Page 8/13*



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Middleman Economy: How Brokers,  
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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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