

**SOLD: How Top Real Estate Agents Are Using The
Internet To Capture More Leads And Close More Sales
By Dan Lok**

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Jack Cotton '74 is an agent with Sotheby's International Real Estate in Osterville , Mass.; he has sold real estate on Cape Cod for more than 30 years. He e-mails . Lokpez, MBA '82, and Pablo Domin- .. Get the Babson One-Year MBA. . He leads. Northern Trust's personal financial services business, providing compre-

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