

MODERN REAL ESTATE PRACTICE

21ST
EDITION



Filmora W. Galaty | Wellington J. Alloway | Robert C. Kyle
Morris R. Wilson, JD, Contributing Editor

Dearborn
Real Estate Education

Modern Real Estate Practice 7th Edition

Arturo Cuomo



Modern Real Estate Practice 7th Edition:

Yeah, reviewing a books **Modern Real Estate Practice 7th Edition** could go to your close connections listings. This is just one of the solutions for you to be successful. As understood, realization does not suggest that you have fantastic points.

Comprehending as competently as covenant even more than new will pay for each success. adjacent to, the publication as competently as acuteness of this Modern Real Estate Practice 7th Edition can be taken as well as picked to act.

https://blog.gospelcrusade.org/public/publication/Download_PDFS/Felted_Knits.pdf

Table of Contents Modern Real Estate Practice 7th Edition

1. Understanding the eBook Modern Real Estate Practice 7th Edition
 - The Rise of Digital Reading Modern Real Estate Practice 7th Edition
 - Advantages of eBooks Over Traditional Books
2. Identifying Modern Real Estate Practice 7th Edition
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Modern Real Estate Practice 7th Edition
 - User-Friendly Interface
4. Exploring eBook Recommendations from Modern Real Estate Practice 7th Edition
 - Personalized Recommendations
 - Modern Real Estate Practice 7th Edition User Reviews and Ratings
 - Modern Real Estate Practice 7th Edition and Bestseller Lists
5. Accessing Modern Real Estate Practice 7th Edition Free and Paid eBooks
 - Modern Real Estate Practice 7th Edition Public Domain eBooks
 - Modern Real Estate Practice 7th Edition eBook Subscription Services

- Modern Real Estate Practice 7th Edition Budget-Friendly Options
- 6. Navigating Modern Real Estate Practice 7th Edition eBook Formats
 - ePub, PDF, MOBI, and More
 - Modern Real Estate Practice 7th Edition Compatibility with Devices
 - Modern Real Estate Practice 7th Edition Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Modern Real Estate Practice 7th Edition
 - Highlighting and Note-Taking Modern Real Estate Practice 7th Edition
 - Interactive Elements Modern Real Estate Practice 7th Edition
- 8. Staying Engaged with Modern Real Estate Practice 7th Edition
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Modern Real Estate Practice 7th Edition
- 9. Balancing eBooks and Physical Books Modern Real Estate Practice 7th Edition
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Modern Real Estate Practice 7th Edition
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Modern Real Estate Practice 7th Edition
 - Setting Reading Goals Modern Real Estate Practice 7th Edition
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Modern Real Estate Practice 7th Edition
 - Fact-Checking eBook Content of Modern Real Estate Practice 7th Edition
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

Modern Real Estate Practice 7th Edition Introduction

In the digital age, access to information has become easier than ever before. The ability to download Modern Real Estate Practice 7th Edition has revolutionized the way we consume written content. Whether you are a student looking for course material, an avid reader searching for your next favorite book, or a professional seeking research papers, the option to download Modern Real Estate Practice 7th Edition has opened up a world of possibilities. Downloading Modern Real Estate Practice 7th Edition provides numerous advantages over physical copies of books and documents. Firstly, it is incredibly convenient. Gone are the days of carrying around heavy textbooks or bulky folders filled with papers. With the click of a button, you can gain immediate access to valuable resources on any device. This convenience allows for efficient studying, researching, and reading on the go. Moreover, the cost-effective nature of downloading Modern Real Estate Practice 7th Edition has democratized knowledge. Traditional books and academic journals can be expensive, making it difficult for individuals with limited financial resources to access information. By offering free PDF downloads, publishers and authors are enabling a wider audience to benefit from their work. This inclusivity promotes equal opportunities for learning and personal growth. There are numerous websites and platforms where individuals can download Modern Real Estate Practice 7th Edition. These websites range from academic databases offering research papers and journals to online libraries with an expansive collection of books from various genres. Many authors and publishers also upload their work to specific websites, granting readers access to their content without any charge. These platforms not only provide access to existing literature but also serve as an excellent platform for undiscovered authors to share their work with the world. However, it is essential to be cautious while downloading Modern Real Estate Practice 7th Edition. Some websites may offer pirated or illegally obtained copies of copyrighted material. Engaging in such activities not only violates copyright laws but also undermines the efforts of authors, publishers, and researchers. To ensure ethical downloading, it is advisable to utilize reputable websites that prioritize the legal distribution of content. When downloading Modern Real Estate Practice 7th Edition, users should also consider the potential security risks associated with online platforms. Malicious actors may exploit vulnerabilities in unprotected websites to distribute malware or steal personal information. To protect themselves, individuals should ensure their devices have reliable antivirus software installed and validate the legitimacy of the websites they are downloading from. In conclusion, the ability to download Modern Real Estate Practice 7th Edition has transformed the way we access information. With the convenience, cost-effectiveness, and accessibility it offers, free PDF downloads have become a popular choice for students, researchers, and book lovers worldwide. However, it is crucial to engage in ethical downloading

practices and prioritize personal security when utilizing online platforms. By doing so, individuals can make the most of the vast array of free PDF resources available and embark on a journey of continuous learning and intellectual growth.

FAQs About Modern Real Estate Practice 7th Edition Books

How do I know which eBook platform is the best for me? Finding the best eBook platform depends on your reading preferences and device compatibility. Research different platforms, read user reviews, and explore their features before making a choice. Are free eBooks of good quality? Yes, many reputable platforms offer high-quality free eBooks, including classics and public domain works. However, make sure to verify the source to ensure the eBook credibility. Can I read eBooks without an eReader? Absolutely! Most eBook platforms offer web-based readers or mobile apps that allow you to read eBooks on your computer, tablet, or smartphone. How do I avoid digital eye strain while reading eBooks? To prevent digital eye strain, take regular breaks, adjust the font size and background color, and ensure proper lighting while reading eBooks. What the advantage of interactive eBooks? Interactive eBooks incorporate multimedia elements, quizzes, and activities, enhancing the reader engagement and providing a more immersive learning experience. Modern Real Estate Practice 7th Edition is one of the best book in our library for free trial. We provide copy of Modern Real Estate Practice 7th Edition in digital format, so the resources that you find are reliable. There are also many Ebooks of related with Modern Real Estate Practice 7th Edition. Where to download Modern Real Estate Practice 7th Edition online for free? Are you looking for Modern Real Estate Practice 7th Edition PDF? This is definitely going to save you time and cash in something you should think about.

Find Modern Real Estate Practice 7th Edition :

[felted knits](#)

[feeling your pain the explosion and abuse of government power during the clinton-gore years](#)

[federal taxation in america a short history](#)

[federal regulations for aviation](#)

[feel alive with lovehave a heart to heart talkpb1980](#)

[fentre ouverte lectures littéraires et culturelles](#)

[feminist contentions a philosophical exchange](#)

[fenouil on nest plus copains fr](#)

[ferrari spider 19491990](#)

[federalsburg postcard history](#)

ferrous castings; ferroalloys volume1.02

federal union the pioneers a history of federal union

festschrift 100 jahre rheinisches landesmuseum trier

[ferroelectric thin films vii symposium](#)

felicity papers forgotten voices of a valley town

Modern Real Estate Practice 7th Edition :

[sécurité les préfets du bas rhin et du haut rhin interdisent les](#) - Jun 07 2022

web nov 23 2023 compte tenu des risques de troubles à l'ordre public et à la tranquillité publique que présente la tenue d'un tel rassemblement la préfète du bas rhin et le préfet du haut rhin ont décidé par arrêté préfectoral d'interdire la tenue de rassemblements festifs à caractère musical de type rave party free party ou teknival sur

carte routière bas rhin haut rhin territoire de belfort n 11315 - Mar 04 2022

web carte routière bas rhin haut rhin territoire de belfort n 11315 by cartes local michelin carte routière bas rhin haut rhin territoire de belfort n 11315 by cartes local michelin maison fut e organisateur de pare soleil 2 vbnjhgfdxc full text of l'Europe et la révolution française geschichte der chirurgie und ihrer ausübung pdf free

carte routière bas rhin haut rhin territoire de belfort n 11315 - May 06 2022

web carte routière bas rhin haut rhin territoire de belfort n 11315 by cartes local michelin carte routière bas rhin haut rhin territoire de belfort n 11315 by cartes local michelin région économie politique socit par gaston bessay maggi chanes neige pour voiture 4x4 et SUV modèle redressement judiciaire rugoway baie mahault

download free carte routia re bas rhin haut rhin territoire de - Apr 17 2023

web carte routia re bas rhin haut rhin territoire de ign de68 haut rhin ter de belfort inc 90 jan 12 2021 emigrants from france haut rhin département to america 1845 1847 may 08 2023 emigrants from france haut rhin département to america part 1 1837 1844 apr 26 2022 description géologique et minéralogique du département du

[carte haut rhin plan de haut rhin et infos pratiques mappy](#) - Jul 20 2023

web le département du haut rhin fait partie de la région grand est le point culminant du haut rhin est le grand ballon point culminant du massif des Vosges à 1 424 m d'altitude les villes principales du haut rhin sont Mulhouse Colmar la Préfecture et Saint-Louis

[carte routia re haut rhin territoire de belfort book](#) - Jun 19 2023

web carte routia re haut rhin territoire de belfort michelin bas rhin haut rhin territoire de belfort jul 04 2021 the michelin

local map series is a new collection of 45 maps this collection covers all of france the new generation of michelin road maps gives motorists a special look for getting well acquainted with a specific

carte bas rhin plan de bas rhin et infos pratiques mappy - May 18 2023

web le département du bas rhin est situé dans le quart nord est de la france et au sud ouest de l allemagne il fait partie de la région grand est les principales villes du département sont strasbourg la préfecture hagenau et schiltigheim

carte routia re bas rhin haut rhin territoire de - Dec 13 2022

web les arbres remarquables du bas rhin oct 18 2021 ce bel ouvrage est unique il permet d aller à la découverte des arbres remarquables du bas rhin le texte raconte leurs histoires et permet de mieux les connaître bas rhin haut rhin territoire de belfort nov 30 2022 michelin local maps provide detailed coverage of france perfect for

carte routière bas rhin haut rhin territoire de belfort n 11315 - Apr 05 2022

web une carte des terroirsune nouvelle collection de cartes centrées sur le local pour vivre la route autrement redressement judiciaire alsace lorraine conduite

carte michelin haut rhin plan haut rhin viamichelin - Aug 21 2023

web le plan haut rhin viamichelin visualisez les fameuses cartes michelin riches d une expérience de plus d un siècle la carte michelin haut rhin plan de ville carte routière et carte touristique haut rhin avec les hôtels les sites touristiques et les restaurants michelin haut rhin

carte manifestation des agriculteurs à strasbourg où la - Mar 16 2023

web 23 hours ago des agriculteurs alsaciens vont manifester à strasbourg bas rhin vendredi 24 novembre annonce un communiqué de la fédération départementale des syndicats d exploitants agricoles et des

carte départementale n 315 bas rhin haut rhin territoire de - Oct 23 2023

web carte routière du bas rhin haut rhin et du territoire de belfort éditée par michelin carte détaillée incluant un index des localités des suggestions d itinéraires les pistes cyclables et voies vertes sélection des plus beaux sites petit plan de belfort colmar et strasbourg en encart echelle 1 150 000 1 cm 1

free carte routia re bas rhin haut rhin territoire de - Oct 11 2022

web carte routia re bas rhin haut rhin territoire de bulletin société académique du bas rhin pour le progrès des sciences des lettres des arts et de la vie économique apr 07 2021 napoleon s continental blockade oct 26 2022 bas rhin haut rhin territoire de belfort nov 26 2022

la carte routière des circonscriptions et des se unsa du bas rhin - Nov 12 2022

web la carte routière des circonscriptions et des zones infra pour vœux larges du 67 8 avril 2019 carte routière des circonscriptions du bas rhin ainsi que des zones infra zone que couvre un vœu large

[carte routia re bas rhin haut rhin territoire de 2023](#) - Jul 08 2022

web 2 carte routia re bas rhin haut rhin territoire de 2023 02 28 crêtes le long du gr 5 Éprouver des sensations fortes à gérardmer merci à tous les routards qui partagent nos convictions liberté et indépendance d esprit découverte et partage sincérité tolérance et respect des autres guide du routard alsace 2017 18 hachette

[download solutions carte routia re bas rhin haut rhin territoire de](#) - Aug 09 2022

web carte routia re bas rhin haut rhin territoire de napoleon s continental blockade nov 19 2022 haut rhin canton guebwiler texte aug 16 2022 adresse dated 25 may 1791 des membres composant le directoire du département du haut rhin à leurs concitoyens zuschrift etc fr ger aug 24 2020

[actions de l État haut rhin gouv fr](#) - Jan 14 2023

web nov 21 2023 les services de l État dans le haut rhin font ainsi appel aux associations collectivités structures scolaires et périscolaires entreprises etc susceptibles de porter des actions dans ce domaine les projets retenus peuvent bénéficier d une subvention et ou de moyens matériels et humains

carte routia re bas rhin haut rhin territoire de - Feb 15 2023

web carte routia re bas rhin haut rhin territoire de atlas des orchides d alsace bas rhin et haut rhin may 08 2020 l alsace ancienne et moderne ou dictionnaire gographique historique et statistique du haut et du bas rhin mar 10 2023 aprs les souffrances le grand espoir de l alsace jul 22 2021

carte routia re haut rhin territoire de belfort pdf - Sep 22 2023

web carte routia re haut rhin territoire de belfort archaeological and historical aspects of west european societies oct 05 2020 the rhine national tensions romantic visions mar 02 2023 this volume presents documents and analyses from various specialisms and perspectives the cultural political and national investments and

carte routia re bas rhin haut rhin territoire de eagldemo2 - Sep 10 2022

web carte routia re bas rhin haut rhin territoire de downloaded from eagldemo2 eagltechnology com by guest ellison cantu guide diplomatique ou traité des droits des immunités et des devoirs des ministres publics des agens diplomatiques et consulaires dans toute l étendue de leurs fonctions hachette tourisme cet ebook est

rugby skills tactics and rules 5th edition paperback - Apr 17 2022

web nov 12 2020 now in its fifth edition rugby skills tactics and rules has earned a reputation as the best book for learning the fundamental skills of rugby union it provides an attractive easy to read and straightforward discussion of the key components of the game from player positions and tactics to different kinds of set plays passes and

rugby skills tactics and rules 5th edition paperback - Aug 22 2022

web jan 12 2021 a highly illustrated and fully revised guide to the key components of rugby union now in its fifth edition

rugby skills tactics and rules has earned a reputation as the best book for learning the fundamental skills of rugby union
rugby skills tactics rules book 2020 worldcat org - Jan 27 2023

web get this from a library rugby skills tactics rules john mckittrick tony williams now in its fifth edition rugby skills tactics and rules has earned a reputation as the best book for learning the fundamental skills of rugby union it

rugby skills tactics rules mckittrick john author free - Jul 01 2023

web rugby skills tactics and rules is the go to book for learning the game it explains rugby s rough and tumble power and finesse as played by the best the hard hitting all blacks of new zealand whose 80 percent winning average makes it the most successful team in any sport anywhere in the world

rugby skills tactics and rules amazon com - Dec 26 2022

web sep 12 2008 rugby skills tactics and rules is packed with superb full color action photographs of the sport s greatest players in action complete with glossary a rules section updated addresses and websites this book has everything a player coach or fan needs to enjoy the game

rugby skills tactics and rules google books - Mar 29 2023

web a highly illustrated and fully revised guide to the key components of rugby union featuring stunning photography of international stars of the game to illustrate the very latest skills and tactics used at the highest level

rugby skills tactics rules john mckittrick tony williams - Nov 24 2022

web rugby skills tactics and rules is the go to book for learning the game it explains rugby s rough and tumble power and finesse as played by the best the hard hitting all blacks of new zealand whose 80 percent winning average makes it the most successful team in any sport anywhere in the world

rugby skills tactics and rules 5th edition paperback amazon - Oct 04 2023

web s 43 19 free delivery no minimum order value for first order in this category details sold by amazon sg add to cart s 44 72 free delivery sold by pbshop sg roll over image to zoom in rugby skills tactics and rules 5th edition paperback 12

november 2020 by tony williams author john mckittrick author 4 4 44 ratings

[rugby skills tactics and rules 5th edition google books](#) - Aug 02 2023

web now in its fifth edition rugby skills tactics and rules has earned a reputation as the best book for learning the fundamental skills of rugby union it provides an attractive easy to read and straightforward discussion of the key components of the game from player positions and tactics to different kinds of set plays passes and moves

rugby skills tactics and rules amazon com - Jun 19 2022

web feb 1 2016 695 have one to sell see clubs not in a club learn more roll over image to zoom in follow the author tony williams rugby skills tactics and rules paperback february 1 2016 by john mckittrick author tony williams author 4 5 40

ratings see all formats and editions paperback 6 95 10 used from 2 97 there is a newer edition of *rugby skills tactics and rules amazon com* - Mar 17 2022

web mar 1 2012 there is a newer edition of this item rugby skills tactics and rules 1 91 38 only 1 left in stock order soon makes lavish use of color photographs to illustrate the basic positions general and specialized skills tactics and rules of the game these photographs and the occasional diagrams greatly enhance the clearly written text

rugby skills tactics and rules paperback waterstones - Jul 21 2022

web aug 13 2015 rugby is an exciting game run with the ball score a try make a crucial pass crash in a perfect tackle get covered in mud become part of a team have fun now in its 4th edition rugby skills tactics rules has earned a reputation as the best book for learning the fundamental skills of the game so you can experience the thrills and spills of

rugby skills tactics and rules paperback barnes noble - Feb 13 2022

web sep 12 2008 rugby skills tactics and rules simplifies the game so that a child of about 10 can understand it but it also offers a broader knowledge for more experienced players and coaches it begins with an explanation of the individual skills from the most basic through to the specialized followed by unit and team skills moves and

team tactics world rugby - Sep 22 2022

web using power using the physical strength of the forwards in scrums and rolling mauls can result in significant territory gain forward players can pick and drive gather the ball and take it forward with the support of team mates until the moment is right to release it to the backs creating space

rugby skills tactics rules worldcat org - May 19 2022

web over 170 colour photos of top players from around the world specially created diagrams to explain critical aspects of moves and tactics are a great tool for coaching 200 variations of challenging and useful drills sections on the tactics strategies and skills needed to win a game covers the basic skills of running passing catching and

rugby skills tactics and rules 5th edition paperback - Oct 24 2022

web 4 5 43 ratings

rugby skills tactics and rules 5th edition paperback - Feb 25 2023

web key features include colour photos of top players from around the world sections on the tactics and strategies needed to win the game including the basic skills of running passing and tackling specially created diagrams to explain critical aspects of moves and tactics drill variations a user friendly glossary this is essential

rugby skills tactics and rules 5th edition amazon com - May 31 2023

web jan 12 2021 now in its fifth edition rugby skills tactics and rules has earned a reputation as the best book for learning the fundamental skills of rugby union it provides an attractive easy to read and straightforward discussion of the key

components of the game from player positions and tactics to different kinds of set plays passes and
[rugby skills tactics and rules 5th edition bloomsbury publishing](#) - Sep 03 2023

web now in its fifth edition rugby skills tactics and rules has earned a reputation as the best book for learning the
fundamental skills of rugby union it provides an attractive easy to read and straightforward discussion of the key components
of the game from player positions and tactics to different kinds of set plays passes and moves

rugby skills tactics and rules by tony williams goodreads - Apr 29 2023

web jan 1 2000 rugby skills tactics and rules written by tony williams and frank bunce is a dynamic book that give s a basic
understanding of the key components used in the game of rugby this book has the latest information of all aspects of the
game including player positions basic skills professional tactics and the main laws of the game

[volkswagen zubehör volkswagen accessories fcc id search](#) - Jul 31 2023

web apr 24 2012 das volkswagen original bluetooth touch phone kit music ist zum preis von 199 euro upe für alle
volkswagen modelle außer volkswagen phaeton bei

volkswagen touch phone kit added to polo range expert reviews - Sep 20 2022

web we disburse for vw touch phone kit montage and countless books collections from fictions to scientific investigationh in
any way you could buy instruction vw touch phone kit

[what is the point of vw s bluetooth touch phone kit](#) - Jan 25 2023

web vw bluetooth touch phone kit this volkswagen genuine bluetooth kit is a user friendly hands free device with removable
2 8 colour display and touch screen which when

vw touch phone kit montage 2022 protese odontocompany - Apr 27 2023

web apr 6 2010 sporadisches verbindungsproblem vw golf v mit bluetooth touch adapter freisprecheinrichtung scroll down
for english description wichtig problem hat nichts mit dem handv zu

bury and co kg tpm820 touch phone kit music - Feb 23 2023

web apr 6 2014 17 post s re vw bluetooth touch phone kit music help 20 07 2014 01 17 am you ll need this cable

volkswagen rcd210 rcd310 rcd510 aux input

[vw touch phone kit montage edms ncdmb gov ng](#) - May 17 2022

web touch phone kit music user manual pdf details for fcc id qz9 tpm820 made by bury gmbh co kg document includes user
manual 000 051 473 c ba touch phone kit

vw touch phone kit music kleinwagenblog - Jun 29 2023

web personalisierung von werbung wiedererkennung und personalisierte bewerbung von websitebesuchern messung des
werbeerfolgs bedienungsanleitung für volkswagen

vw bluetooth touch phone kit professional retrofits limited - Nov 22 2022

web jun 8 2012 volkswagen has announced that all polo models above the entry level s specification are to receive an upgrade to a touch screen bluetooth hands free phone

tpkm820 touch phone kit music user manual 000 051 473 c - Mar 15 2022

volkswagen genuine bluetooth touch phone kit pdf scribd - Jun 17 2022

web oct 6 2021 volkswagen has announced that all polo models above the entry level s specification are to receive an upgrade to a touch screen bluetooth hands free phone

free vw touch phone kit montage - Aug 20 2022

web the speaker independent voice control as well as using the high quality touchscreen in telephone preparation

volkswagen genuine design a separate adapter thanks to its

volkswagen original zubehör manuels techniques - Feb 11 2022

einbau des vw touch phone kits golf 4 forum - Sep 01 2023

web volkswagen zubehör volkswagen accessories original touch phone kit music bedienungsanleitung seite 2 originální touch phone kit music návod k použití strana

vw bluetooth touch phone kit music help vw audi forum - Dec 24 2022

web apr 5 2019 hi guys i recently got a 2009 vw tiguan in which the touch phone kit is installed im not able to play music from it can you guys please help thanks rahul

volkswagen touch phone kit added to polo range - Apr 15 2022

web volkswagen original zubehör original touch phone kit bedienungsanleitung seite 2 original touch phone kit operating instructions page 15 voraussetzung für die

vw touch phone kit montage bespoke cityam - Jul 19 2022

web vw touch phone kit montage the stanley concerts and shows clear mounts custom designed audi phone holder shop amazon home products andre links autocar

volkswagen touch phone kit operating instructions - Oct 02 2023

web ich werde in meinem golf iv in den nächsten tagen das vw touch phone kit nachrüsten ich wollte hier mal eine kleine beschreibung posten als erstes mal die teile zum einbau

vw touch phone kit problems vw tiguan forum - Oct 22 2022

web vw touch phone kit montage popular photography nd dec 05 2022 sensors and microsystems aug 09 2020 this book

collects a number of papers presented at the

□ **bedienungsanleitung vw touch phone kit** - May 29 2023

web 2 vw touch phone kit montage 2023 07 07 process of developing interfaces for optimizing total system performance while minimizing costs it also highlights the forces

bluetooth touch adapter volkswagen vw golf 5 golfv bury - Mar 27 2023

web sep 3 2013 i m picking up a new polo soon when the dealers have it ready but what s the point of vw s bluetooth touch phone kit won t my phone do exactly the same thing