

[Free PDF File] The Book on Negotiating Real Estate: Expert Strategies for Getting the Best Deals When Buying & Selling Investment Property

CONTINUE ►

Are you a wholesaler, rehabber, landlord, agent, or any other real estate professional who wants to learn how to close more deals...and make more money in the process? From expert real estate investors and best-selling authors J. Scott, Mark Ferguson, and Carol Scott, this is the only book you'll need to ensure you'll get the most deals - and the best deals - on all of your investment property! With over 1000 successful real estate deals between them, the authors combine the science of negotiation with real world experience to dive into all aspects of the real estate negotiation process, from the first interaction with a buyer or seller, to renegotiating the contract after unexpected issues arise, to last-minute concessions at closing. Aimed at real estate investors and agents at any level, this book not only covers all aspects of negotiating real estate deals, but also contains dozens of true-life stories that highlight how strong negotiation can result in more and better deals, as well as dialogue that will teach you what to say and how to say it, strengthening your ability to close profitable transactions. DISCLAIMER: "We cannot guarantee the availability of this ebook on an external site."

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