



How to Master The Art of Real Estate Negotiation: The Simple System to Influence with Integrity and Get What You Want (Real Estate Made Simple) (Volume 1)

By Maria Giordano, Dr. Gary Giordano

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In "How to Master The Art of Real Estate Negotiation" you will learn: * Psychological insights that influence sellers to lower their prices. * How to master the gentle art of, "Anti-Objection Communication." This enables you to overcome your prospect's objections before they come up. * REALTOR DANGER TIMES: When to use your realtor in your negotiations, more importantly: when not to. Most people use a realtor at the wrong time it costs them BIG dollars. Don't let that happen to you. * How to dress to gain trust, rapport and respect from your prospects in less than twenty seconds of meeting them. * How to negotiate without sounding cheap or greedy. * The method of purposefully not preparing for a negotiation meeting, and why showing up unprepared can be the best form of preparation. ----- The Real Estate Made Simple Series is a challenge for people worldwide to finally take control of their financial destiny. By applying Maria and Gary Giordano's Cash Flow and Income Acceleration Strategies revealed in this series: virtually anyone can retire and secure their family's future within 3 -5 years, guaranteed. Enjoy Maria and Gary's straightforward message and simple approach to paying all your bills with passive cash-flow-producing real estate. They have tested and proven their methods in this series to save you the 10 - 20 year learning curve. Keywords: Books on real estate investing, real estate investing books, how to invest in real estate, www.RealEstateProfitSystem.com,

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Editorial Review

About the Author

Dr. Gary and Maria Giordano have been featured on ABC Nightline, Good Morning America, Investors Business Daily, and The Wall Street Journal for their ability to demystify financial freedom into a step-by-step process that can be learned and implemented by any person. Learn more at: www.RealEstateProfitSystem.com

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