



Create a Great Deal: The Art of Real Estate Negotiating

Tim Burrell

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Buying a house is a decision that is based more on emotion than logic. It is a transaction with an enormous effect on a family that deals with amounts of money that are huge for most buyers and sellers. By developing your talent to negotiate well in these emotional, high pressure situations, you can greatly improve your clients' lives. This book will give you everything you need to know to negotiate for your clients, and for yourself, to a Win-win finale.

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