

“Getting to Yes! Mastering the Art of Negotiations”

Friday, September 24, 2010

Instructor: [Frank Mears, Frank Mears Seminars](#)

Sponsor: [Priority Title](#)

0 CE Credits

Time: 9:00am-4:00pm

Cost: \$89, no Ed Pass,
[\\$120 nonmembers](#)

The 2009 NAR profile of Buyers and Sellers list the ability to negotiate as “very important” by over 80% of buyers and sellers. In this course you will learn what sets apart the professional negotiator from the average negotiator. Understand the difference between "Hard" and "Soft" negotiators and how both can ultimately harm their clients. Compare the advantages of "principled" negotiations compared to "problem" negotiations. Learn the rules for successful negotiations that lead to "Win Win" outcomes. Learn the steps in negotiating "distressed properties," REO's and Short Sales. Learn to overcome the most common real estate objections. [This course is not theory but rather time tested and proven techniques that the agent can leave class with and immediately put to use in their practice.](#) [Flyer](#)