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The Book on Negotiating Real Estate: Expert Strategies for Getting the Best Deals When Buying & Selling Investment Property by J. Scott (Goodreads Author) ,

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The Book on Negotiating Real Estate By: Mark Ferguson, J Scott, and Carol Scott A priceless read during times of economic turmoil—use negotiation skills to get the best deals no matter what the housing market throws your way. Learn how to close more real estate deals... and make more money in the process!

The Book on Negotiating Real Estate - BiggerPockets

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The Book on Negotiating Real Estate. By: J Scott, Mark Ferguson, Carol Scott. Narrated by: Jackie Jae Cowsill, Bryan Jester, Ryan Drummond. Free with 30-day trial. \$14.95/month after 30 days. Cancel anytime.

The Book on Negotiating Real Estate (Audiobook) by J Scott ...

Combining the science of negotiating with in-the-trenches real estate advice, the book contains true-life stories that highlight how strong negotiation can result in more and better deals, as well as lots of sample dialogue that will teach you both what to say and how to say it in order to maximize your chances of reaching a profitable deal.

The Book on Negotiating Real Estate - 123flip.com

In The Book on Negotiating Real Estate, J Scott, Mark Ferguson, and Carol Scott combine real-world experience and the science of negotiation to cover the negotiation process and boost your odds of reaching a profitable deal. Pick up your copy from the BiggerPockets bookstore today!

New Edition: Book on Negotiating Real Estate ...

Negotiation Genius breaks down the habits and strategies that set you up for a successful bargaining session and give you the confidence you need to excel. Whether you're working on a huge real estate project or just trying to secure next Friday off, the book walks you through the process by using real-world examples as well as cutting-edge behavioral research.

7 Best Negotiation Books - The Balance Careers

The Book on Negotiation Real Estate: Expert Strategies for Getting the Best Deals When Buying & Selling Investment Property written by J Scott and Mark Ferguson teaches fundamental strategies of negotiating real estate.

Best Books on Real Estate Negotiation - Summaries - Quotes ...

"Joshua Weiss' The Book of Real-World Negotiations is an impressive contribution to the negotiation field. Weiss draws on his experience as an innovative teacher and sought-after adviser to share with us compelling stories of successful outcomes in the face of daunting obstacles.

The Book of Real-World Negotiations: Successful Strategies ...

This book is excellent. Experienced professionals dishing out their knowledge in a very clear and informative way with tips and real life examples that help the reader understand not only how to negotiate (not just real estate), but how the real estate investing world works.

The Book on Negotiating Real Estate: Expert Strategies for ...

With more than 1,000 successful real estate deals between them, J Scott, Mark Ferguson, and Carol Scott combine the science of negotiation with real world experience to dive into all aspects of the real estate negotiation process.

The Book on Negotiating Real Estate on Apple Books

Chris Lim, Founder, Climb Real Estate "My negotiation strategy was influenced by the book "Dealmaking: The New Strategy of Negotiations," by Guhan Subramanian. My recommendation is to assess the type of negotiations that you're trying to accomplish—whether you're negotiating the best deal for yourself or ideally, a win-win situation.

17 Top Real Estate Negotiation Strategies From the Pros ...

In any real estate negotiation, buyers ask and sellers push back -- because if you're the buyer and you don't ask, you don't get. Related: How to Live Rent-Free While Building Your Business ...

11 Things You Need to Know About Real Estate Negotiations

The Book of Real World Negotiations: Successful Strategies from Business, Government and Daily Life shines a light on real world negotiation examples and cases, rather than discussing hypothetical scenarios. It reveals what is possible through preparation, persistence, creativity, and taking a strategic approach to your negotiations.

The Book of Real-World Negotiations: Successful Strategies ...

Not only does this book cover all aspects of negotiating real estate deals, but it also contains dozens of true-life stories that highlight how strong negotiation can result in more and better deals. Real dialogue examples will teach you what to say and how to say it, which will strengthen your ability to close profitable transactions.

Fix-And-Flip: The Book on Negotiating Real Estate ...

The Book on Negotiating Real Estate : Expert Strategies for Getting the Best Deals When Buying & Selling Investment Property by J. Scott and Mark Ferguson and Carol Scott Overview - A priceless read during times of economic turmoil--use negotiation skills to get the best deals no matter what the housing market throws your way.

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