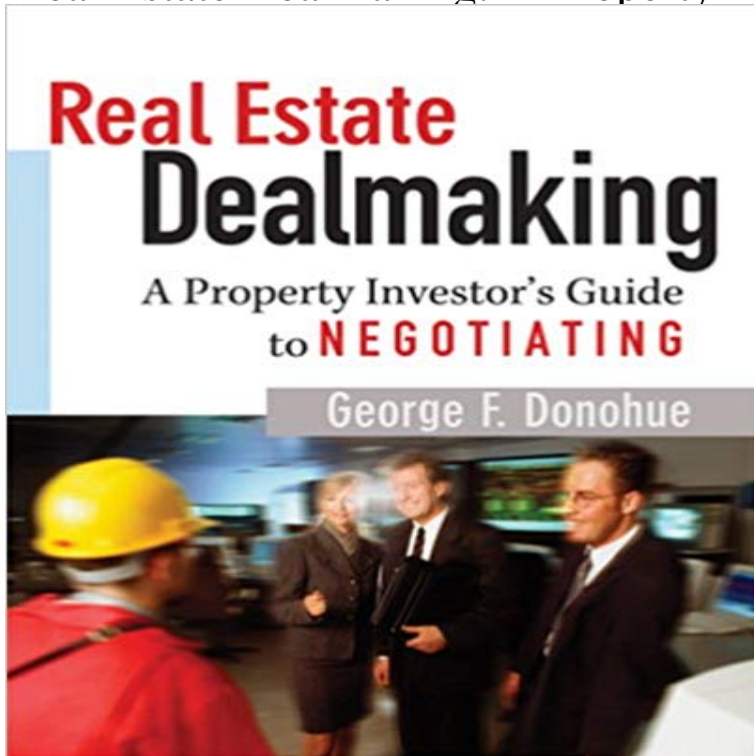


Real Estate Dealmaking: A Property Investors Guide to Negotiating



Negotiating deals may be one of the most intimidating aspects of real estate investing. Yet, even beyond actual sales transactions, there are a number of ways investors can benefit by having strong negotiation skills and lose by not having those skills. In *Real Estate Dealmaking: A Property Investors Guide to Negotiating?* veteran real estate professional George F. Donohue provides an in-depth primer for those interested in improving their negotiating skills in all aspects of investing, not just real estate. His thorough overview of numerous negotiating strategies and practical tools will put you in the position to:

- * Improve your profits*
- Build confidence in all negotiating situations*
- Avoid losing a good deal*
- Use the motivations of every player to your advantage*
- Create win/win situations

Real Estate Dealmaking will prepare you for negotiating in any economic cycle, with any type of property, and in response to any negotiation style. From cover to cover, Donohue offers advice, real-life scenarios, checklists, worksheets, and sample materials to provide a full summary of the negotiation process. This book provides a foundation of knowledge for success in negotiating.

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