

Tom Zeeb's

WINNING WITH THE NEGOTIATION S.T.A.C.K.™

Focused negotiation for the real estate investor



TRACTION

REAL ESTATE MENTORS



The Problem

What if you don't know what to say to a motivated seller?



What if you don't know how to say it?



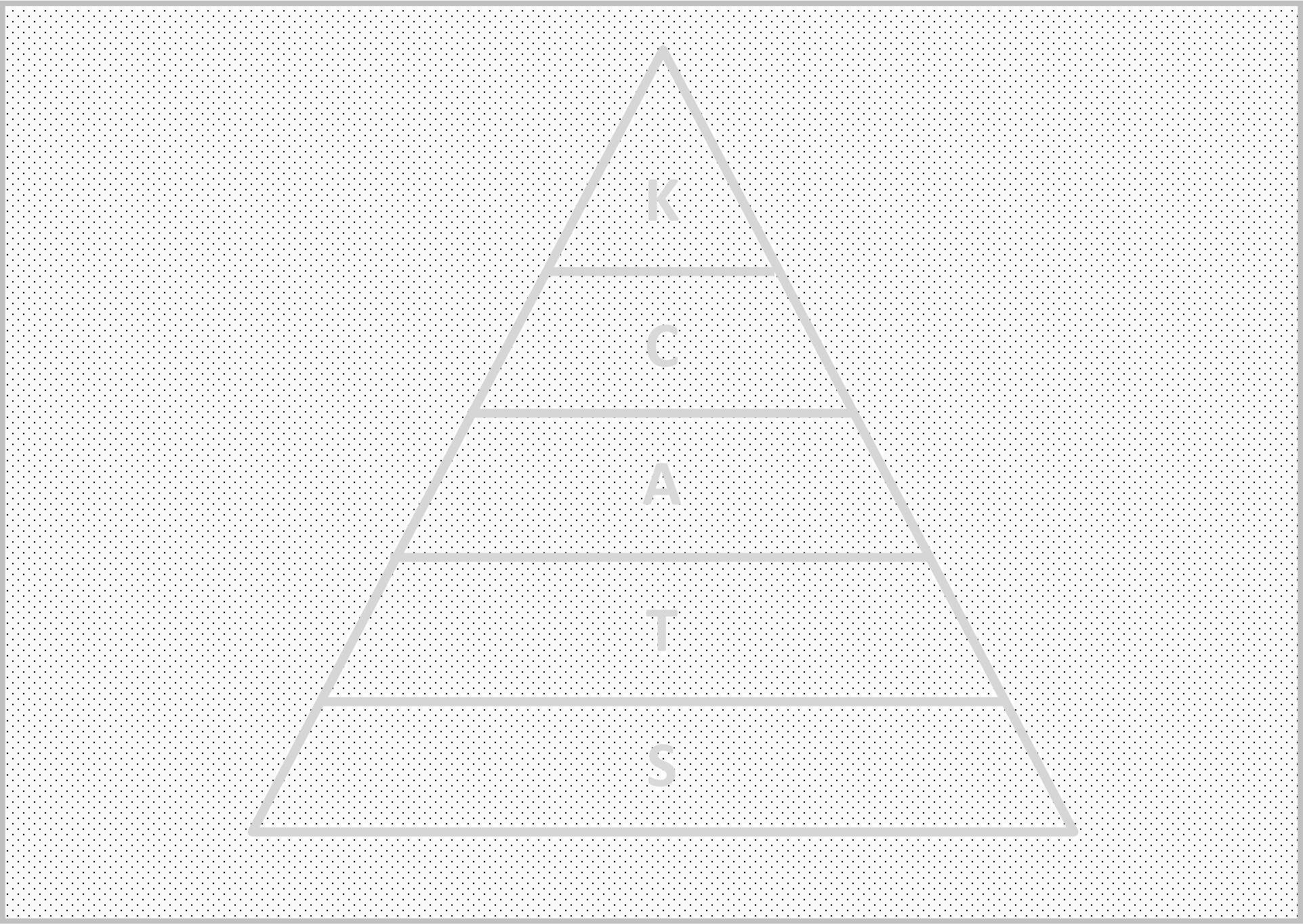
What if you don't know how to get them to say "Yes"?



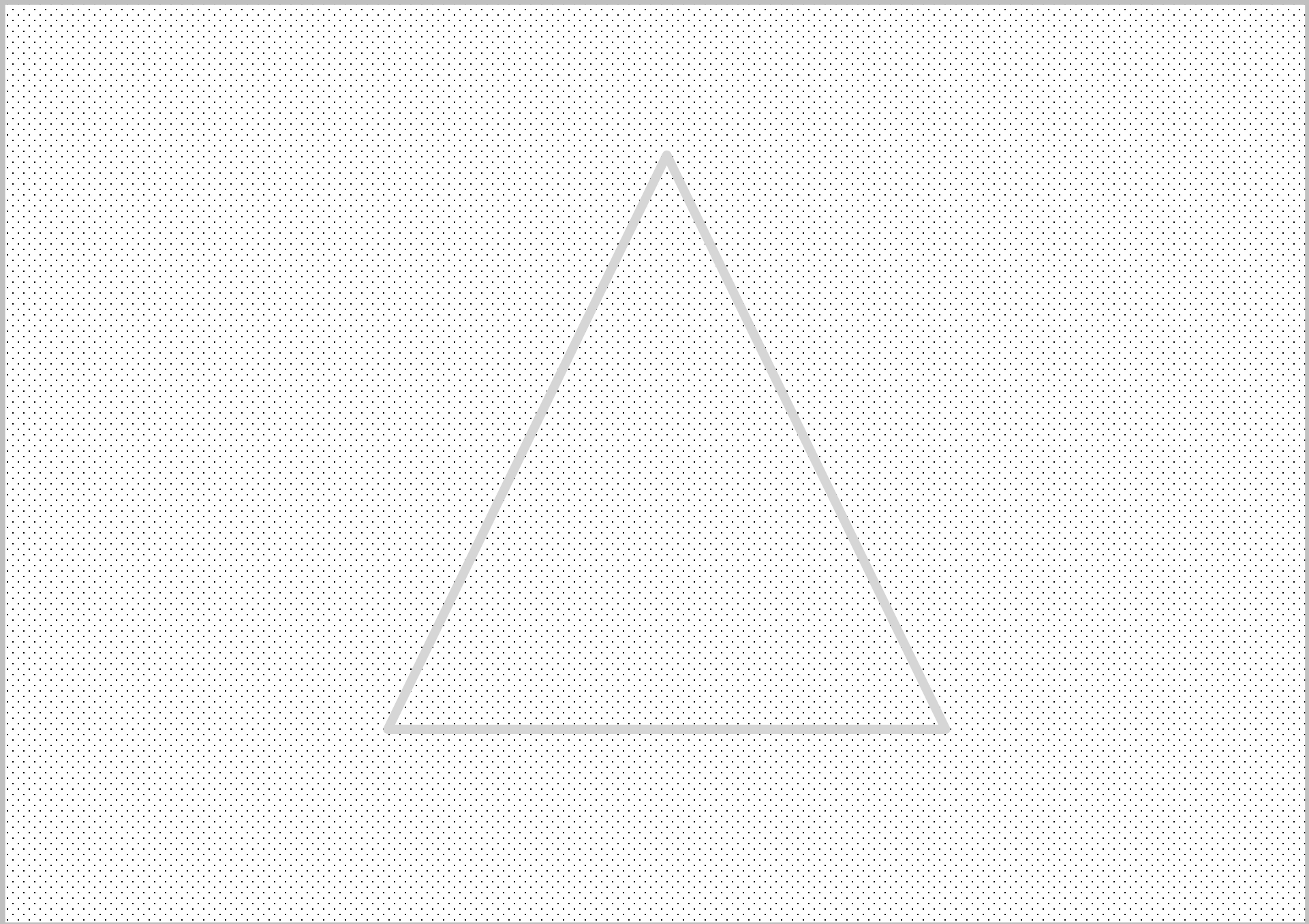
When you get
Negotiation
right you...



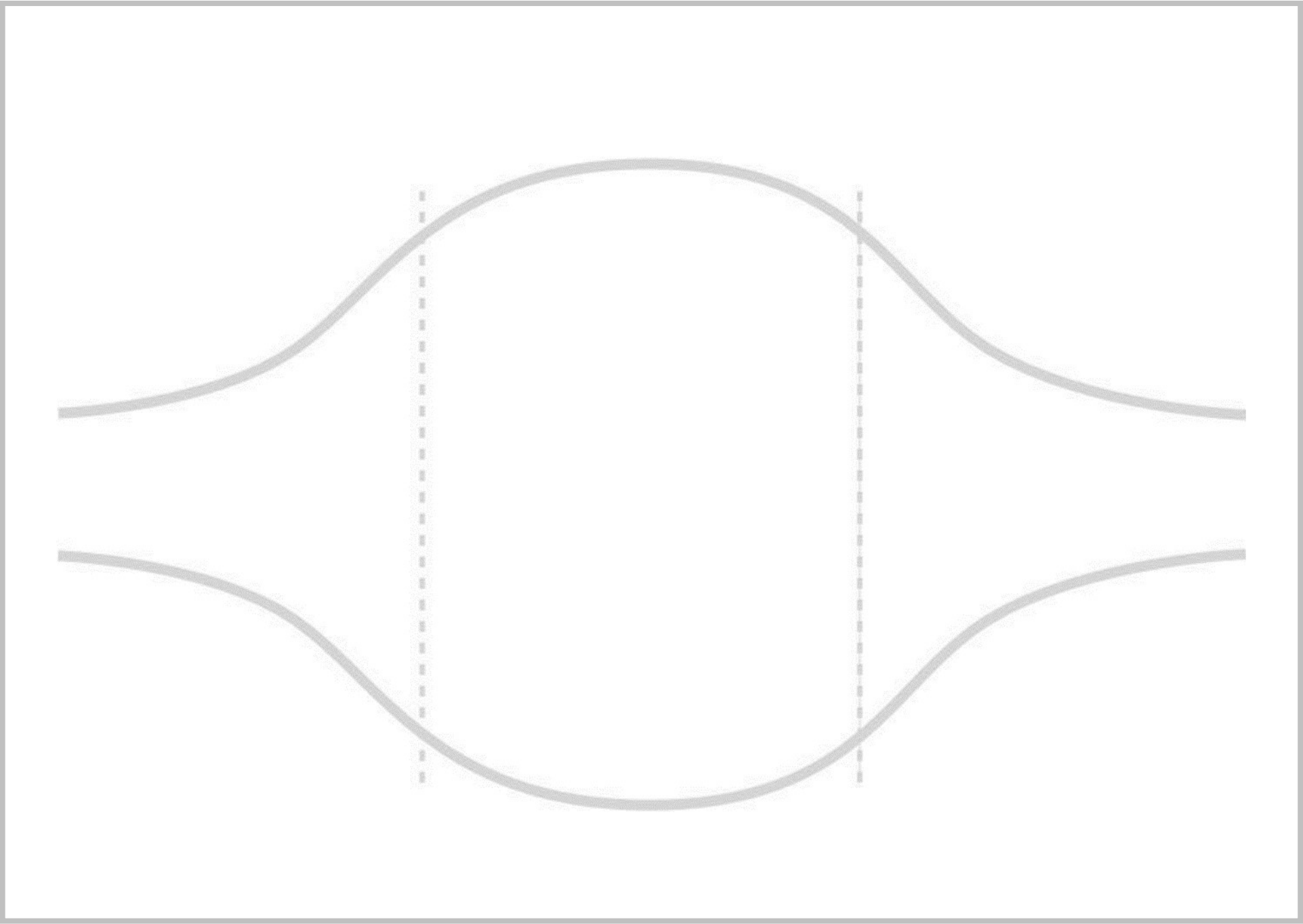
The Negotiation STACK™



The 3 Types of Negotiation STACK Techniques™



The Negotiation STACK Flow™



6 of 52 Negotiation STACK Techniques™

The Negotiation STACK Method™

Notes

The Negotiation STACK Method™

Notes

A large rectangular area with a light gray dotted background, intended for taking notes during a negotiation.

The Next Step Planner™

Name:

Date:

Description/Notes/Questions

Takeaways

Actions

Communications



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From Spinning Your Wheels to Profitable Deals!