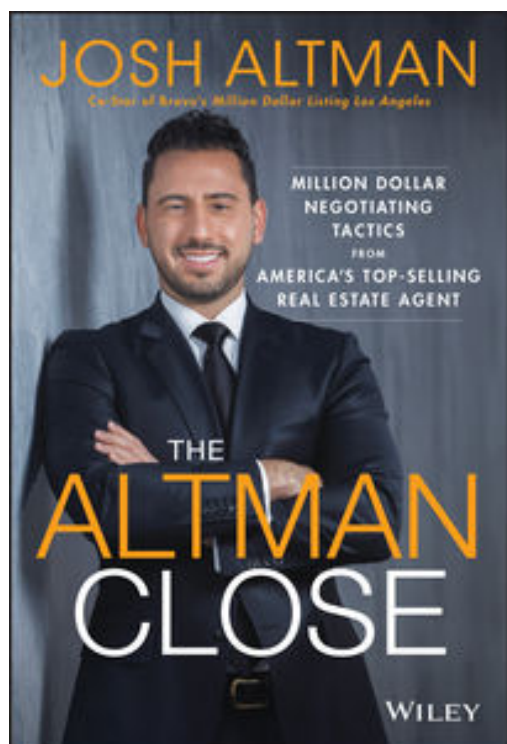


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Josh Altman



The Altman Close download or read online Josh Altman PDF gratuito per e-book / ePub / Mobi / Mp3 / Txt, Land the deals you want and develop your instincts with million-dollar negotiation techniques

After selling over \$3 Billion in real estate, including the most expensive one-bedroom house in history, Josh Altman, co-star of the hit show *Million-Dollar Listing Los Angeles*, wants to teach you the real estate sales and negotiation tactics that have made him one of America's top agents. Buying or selling a house, whether for a client or yourself, is one of the most important (and most stressful) deals anyone can make, demanding emotional intelligence and a solid set of negotiating skills. But by mastering the same techniques that sell multi-million-dollar homes in Bel Air and Beverly Hills, you can attract buyers and close deals on any property.

Josh breaks down the art of real estate into three simple parts. First, he'll help you get business in the door during the

Opening. Then he takes you step-by-step through the Work: everything between the first handshake and the last. And finally, the Close, the last step that ensures all your hard work pays off as you seal the deal.

Learn how to open with a prospect, work the deal, close, open, and repeat Build and market your reputation, creating more sales opportunities Develop the traits of a closer in you and your team Drive the deal forward and get the best price for your property by creating desire, scarcity, and demand

Successful real estate sales are driven by the same principles, whether they happen in the Hollywood Hills or just down the street. Josh wants to put those principles, and the techniques for applying them, in your hands. Learn them and discover what you can achieve.

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