



# Weekend Millionaire Secrets to Negotiating Real Estate: How to Get the Best Deals to Build Your Fortune in Real Estate

By Mike Summey, Roger Dawson

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**Weekend Millionaire Secrets to Negotiating Real Estate: How to Get the Best Deals to Build Your Fortune in Real Estate** By Mike Summey, Roger Dawson

**Negotiate like a millionaire and get the best value every time!**

In their runaway bestseller *Weekend Millionaire's Secrets to Investing in Real Estate*, Mike Summey and Roger Dawson revealed a powerful formula for making a killing in real estate during your spare time. Now, the fourth book in the Weekend Milionaire Series, *Weekend Millionaire Secrets to Negotiating Real Estate* teaches the fine art of negotiating in every kind of real estate climate. The authors arm you with proven negotiation secrets and tactics for buying properties at wholesale values, meeting seller's needs, and making the highest profits on your investment.

*Weekend Millionaire Secrets to Negotiating Real Estate* shows you how to negotiate with:

- Sellers
- Sellers through real estate agents
- Sellers in foreclosure
- Banks
- Title companies
- Closing attorneys
- Property managers
- Contractors



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### Editorial Review

From the Back Cover

#### **Negotiate like a millionaire and get the best values every time!**

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Packed with true stories of real estate acquisitions from the authors' combined six decades of investing and negotiating experience, this practical guide gives you action tips you can put to use today.

*Weekend Millionaire Secrets to Negotiating Real Estate* shows you how to negotiate with:

Sellers \* Sellers through real estate agents \* Sellers in foreclosure \* Banks \* Title companies \* Closing attorneys \* Property managers \* Contractors

### About the Author

**Mike Summey**, the “Weekend Millionaire,” is a multi-millionaire real estate investor with over three decades of experience in buying income-producing properties.

**Roger Dawson** is called “America's premier business negotiator” by *Success Magazine*, and he has trained managers and salespeople at top companies and business associations across the globe.

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