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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.

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“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.

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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.

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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.

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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



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you're trying to accomplish—whether you're negotiating the best deal for yourself or ideally, a win-win situation.

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