

Will a Certified Real Estate Negotiator Help You Reach Your Goal?

As Certified Real Estate Negotiators, our specialized training can make the difference in achieving a successful real estate transaction or having one fall apart. After all, negotiation skills are the backbone of any successful real estate agent.

What is a Certified Real Estate Negotiator? It's a Real Estate Agent who has been trained in:

- Step-by-step system to negotiate the highest price for a seller.
- Step-by-step system to negotiate the lowest price for a buyer.
- How to educate buyers that "low ball" offers hurt their negotiation.
- How to negotiate, based on factors other than list price.

And it's not just negotiating between buyers and sellers and their agents. We also negotiate on our clients' behalf with third parties, such as appraisers, title companies, home inspectors and repairmen.

Good negotiation skills also lead to better trust and collaboration, and better sharing of important information among all the parties involved.

While this training may seem subtle, you'd be surprised to see what a difference it makes in an average transaction – and an even bigger difference in a difficult transaction.

So the next time you interview a REALTOR, ask if they've

earned their certification as a Certified Negotiations Expert. In this market, you need every advantage you can get!

If you'd like to learn more about certified negotiators and how they can help you reach your goals, call The Osgood Team at 303.810.5757. We'd be happy to tell you more about the advantages that we offer.