

## Webinar Worksheet

*Discover How to...*

# "Beat The Banks... Close More Deals & Pocket Bigger Profits"

**Real World Strategies  
For Success In The  
NEW Economy**



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"The Negotiator"

1. Now's a golden opportunity to cash in on short sales. Over \_\_\_\_\_ homeowners will go into default on their mortgages this year.
  
2. Banks don't want anymore houses back. An estimated \_\_\_\_\_ homes are just sitting in bank inventories, waiting to get back on the market.
  
3. Banks have figured out that short sales are less costly than a foreclosure because \_\_\_\_\_ .
  
4. The reason most folks don't like short sales is because they don't know how to \_\_\_\_\_ .
  
5. Some of the main reasons investors and realtors avoid negotiating are:
  - I. \_\_\_\_\_
  - II. \_\_\_\_\_
  - III. \_\_\_\_\_
  - IV. \_\_\_\_\_
  - V. \_\_\_\_\_
  
6. The short sale dies if you don't know how to \_\_\_\_\_ and \_\_\_\_\_ .

7. The 5 Keys to Effective Negotiations and Bigger Profits are:

- I. \_\_\_\_\_
- II. \_\_\_\_\_
- III. \_\_\_\_\_
- IV. \_\_\_\_\_
- V. \_\_\_\_\_

8. You want to get inside the banker's \_\_\_\_\_ .

9. Before you begin talking to the loss mitigator, it's important to ask yourself these things:

- I. \_\_\_\_\_
- II. \_\_\_\_\_
- III. \_\_\_\_\_
- IV. \_\_\_\_\_

10. The 2<sup>nd</sup> Key to Successful Negotiations is \_\_\_\_\_

11. What is "Positioning?"

\_\_\_\_\_  
\_\_\_\_\_ .

12. Positioning is a \_\_\_\_\_ .

13. When you position yourself correctly, you anchor yourself in a place of

\_\_\_\_\_ .

14. The 3<sup>rd</sup> Key to Successful Negotiations is

\_\_\_\_\_

15. It's important to \_\_\_\_\_ and  
\_\_\_\_\_ so you can think clearly when negotiating.

16. The concept of *you* \_\_\_\_\_ the \_\_\_\_\_ goes  
against conventional thinking when negotiating with the bank.

17. The BEST way to control the negotiation is to \_\_\_\_\_ .

18. \_\_\_\_\_ less, \_\_\_\_\_ more.

19. The 4<sup>th</sup> Key to Successful Negotiations is knowing how to

\_\_\_\_\_ .

20. The entire short sale hinges on the \_\_\_\_\_ .

21. Just as with negotiating with loss mitigation, it's important to know how to  
\_\_\_\_\_ when influencing the bpo.

22. The 5<sup>th</sup> Key to Successful Negotiations and bigger profits is

\_\_\_\_\_ .

23. Once you get the value of the property, you must know your

\_\_\_\_\_ prior to starting your negotiation.

24. Doing your due diligence on the property includes:

- I. \_\_\_\_\_
- II. \_\_\_\_\_
- III. \_\_\_\_\_
- IV. \_\_\_\_\_
- V. \_\_\_\_\_

25. One of the most powerful negotiating tools is knowing when to say,  
“\_\_\_\_\_”

26. A strong negotiating strategy to use sometimes...when the bank won't budge and they're simply being stubborn, is to use "The \_\_\_\_\_."  
You have to know when to use this. It's not a strategy you use all the time.