



Myers Barnes' Secrets of New Home Sales Negotiation: How to Achieve "Yes!" Every Time

Myers Barnes

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Learn how to achieve "Yes!" every time. In this innovative playbook for success, Myers Barnes delivers a fresh, transformational approach to negotiating that slices through every obstacle—from the price phobias to extreme bargain hunters. Overcome the need to concede your position by applying Myers' field-tested strategies, proven to deliver success with even the toughest buyer. Guaranteed, you'll learn how to:

- Power past price resistance
- Overcome your pesky competitors' deals, discounts, and incentives
- Negotiate global, selling homes to anyone from any culture
- Vaccinate yourself against every known objection
- Apply killer persuasion strategies that close sales like clockwork
- Discover—and AVOID—the biggest mistake that even hardcore, new home salespeople make in their presentations
- Tap into today's sales strategies that expand the bottom line

Giving in is giving up. Whether you're new to selling or a seasoned professional, "Myers Barnes' Secrets of New Home Sales Negotiation" will unleash your potential to dramatically increase your income, expand the profitability of each sale, and build a following of satisfied customers.

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