

Selling or Buying a Home can be One of Life's Toughest Decisions!

The sale or purchase of a home can be a very emotional experience. There are multiple parties, conflicting interests, and a myriad of issues that make a simple negotiation complex. In choosing your real estate professional, there is one factor to consider above all others:

How well can your real estate professional negotiate on your behalf?

You set the terms and conditions for your agent to achieve. It is then up to your agent to use all of their negotiating strategies to persuade the other side to accept your terms. Therefore, you need to be certain that your agent has the skills to effectively persuade and influence the other party. ***I am that agent!***

Since real estate negotiations include many different people and issues, it is always in your best interest to hire an agent specifically trained to handle the complexities associated with the negotiation process. As an agent who has achieved the MCNE (Master Certified Negotiation Expert) designation, I have been trained in professional negotiation tactics by the Real Estate Negotiation Institute, the leading negotiation training and coaching company for real estate professionals in the world. As a MCNE professional, I know how to use leading edge negotiation strategies and techniques for your benefit. You can be confident that I will achieve the best results for you.

Here are some of the benefits you can expect when selling or buying a home with me:

- More confident, professional approach to your negotiations
- Strategic planning of your negotiations
- Stronger ability to resolve conflicts with all types of negotiators
- Faster sales cycle that means fewer days on the market
- Higher net profit when selling
- Less stress and inconvenience
- Better results and greater satisfaction

Only 1% of Realtors nationwide have achieved this prestigious designation!

And remember, if you, or someone you know, needs to sell and are “underwater” with negative equity, I also have the CPDE (Certified Distressed Property Expert) and SFR (Short Sale & Foreclosure Resource) designations. Together with the MCNE, I can make this process as stress-free as possible.

Contact me today for your free consultation!

**Patty Witty, MCNE, CDPE, SFR
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