

CAREA August 2009 Seminar

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BLACK BELT NEGOTIATING

The Chinese-American Real Estate Association (CAREA) cordially invites You to attend our August seminar

**Wednesday,
August 19, 2009
6:00PM**

**ABC Restaurant
782 Barber Lane
Milpitas, CA 95035
(408) 435-8888**

For Membership Information:

**Kenny Chen (408) 590-0821
kchen@KBHome.com**

Sponsorship & Ticket Information:

**Joyce Sun (510) 552-7711
joyces@gdcommercial.com**

Agenda:

- Real Estate Networking
- Listing Presentation for the First 10 Members
- Topic - Black belt negotiating:
Ask yourself if knowing the following would save your clients money:
 - Getting sellers to pay you what you're worth when marketing their homes.
 - Encouraging buyers to raise their price without saying a word.
 - Getting buyers to promise to pay you a commission on any house they buy.

About the presenter:

Michael Soon Lee, CRS, GRI has been a real estate professional and negotiator for over three decades. He has negotiated major motion pictures deals, multi-million dollar real estate transactions and even discounts on gas for his car! Michael will show you how to save clients thousands and make you look like a hero with simple bargaining tactics that follow ancient Asian principles. He is the author of Black Belt Negotiating (AMACOM Books, 2007).

Individual Ticket:

- \$20 for member
- \$25 for non-member
- \$35 including one-year membership (\$55 value)
- \$100 lifetime membership

