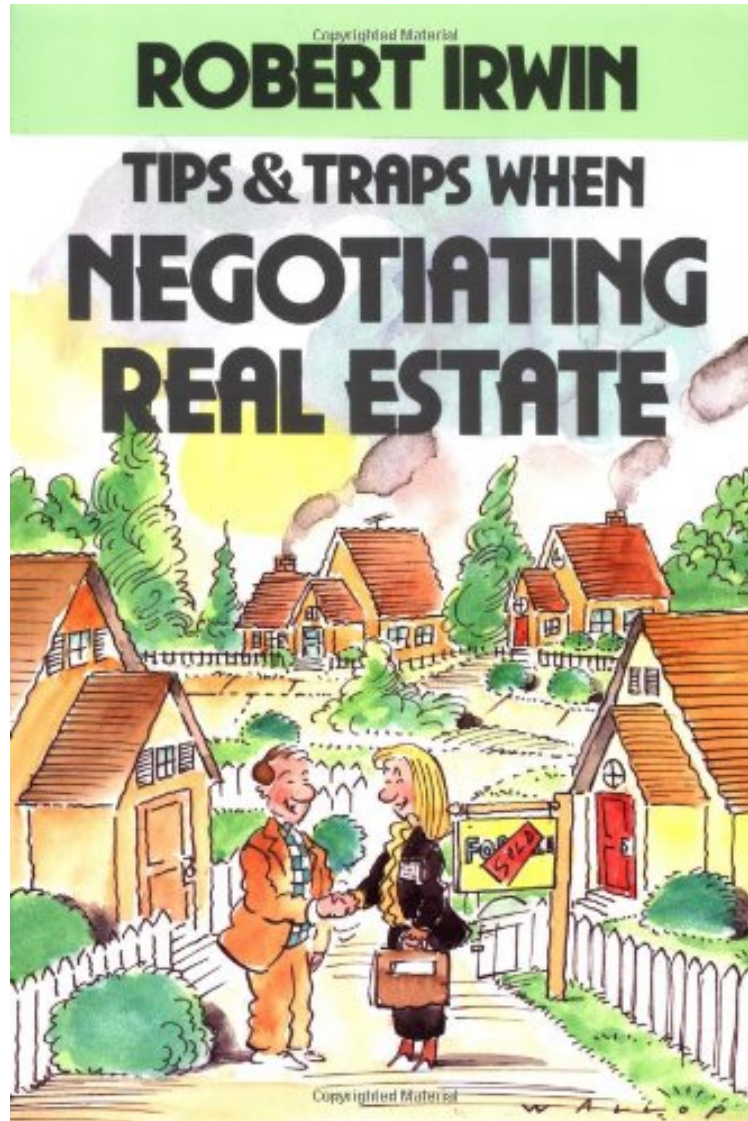


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Negotiate successfully and come out on top in almost any real estate transaction by reading a title which discusses everything from deposits and better prices versus better terms to handling brokers and sellers alike. The book breaks down all the common negotiating points by subject, providing a fine coverage. -- Midwest Book About the Author Robert Irwin has built homes from the ground up as well as completed dozens of major renovation and remodeling projects. He is best known as a real estate broker and the author of the best-selling Tips Traps real estate series. He serves as a consultant to lenders, investors, and brokers. With over 50 books, including *Buying a Home on the Internet* and *The Pocket Guide for Home Buyers*, Irwin is recognized as one of the most knowledgeable writers in the real estate field today.