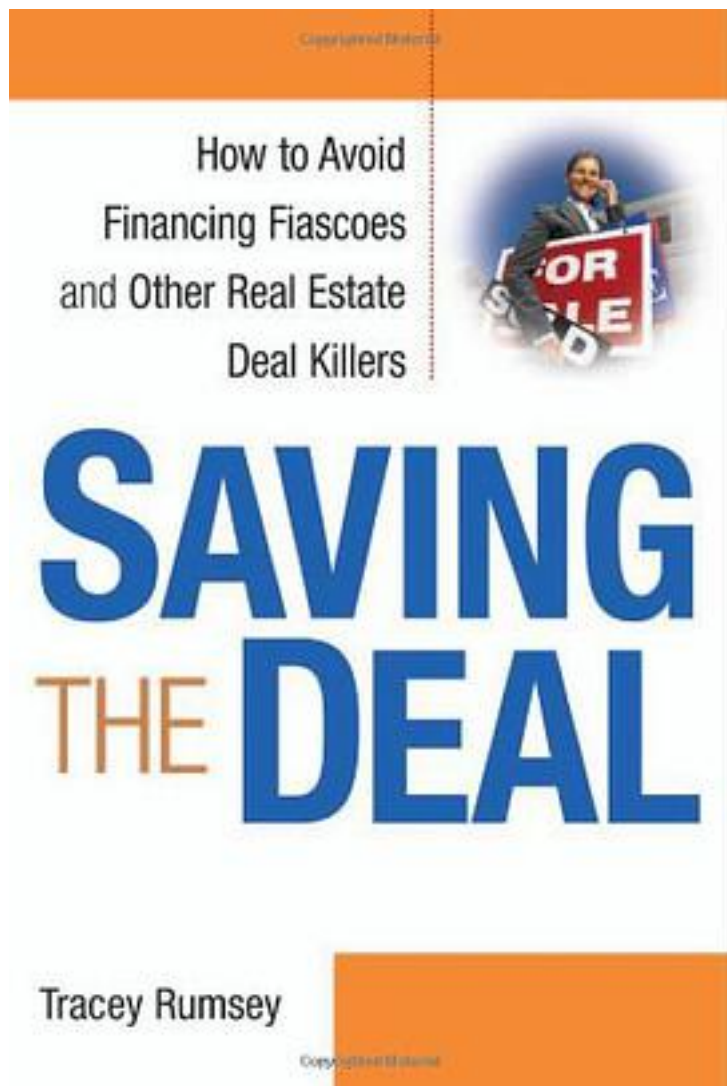


Saving the Deal



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In a perfect world, real estate agents would work only with prospective home buyers who have preapproved financing, and sellers who are fully aware of their property's title status. In reality, Realtors can do everything right to get listings, present houses, and make deals ...only to have them fall through at the last minute. "Saving the Deal" gives readers proactive tips and valuable advice that will help save them the pain and heartache - not to mention the cost - that comes from losing a deal. Using real-life examples, the book goes beyond the basics to offer real estate professionals practical advice on preventing deal-killing situations involving judgments and liens, mortgage issues, divorce problems, home inspections, contract difficulties, loan approvals, and many others. Readers will find effective strategies for handling each one, with tips on how to see them coming in the first place and heading them off at the pass. This is the one book anyone in real estate needs to have on hand.

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