

Sunday 30th September

## **Structuring No Money down Deals - Negotiation**

0930 Your Property Course	Barry Danser
How to get the most out of the courses being offered	
0945 Introduction to the day:	Nick Pedrithes
10:00 Why Invest in Property? Quotations	
Just to confirm this really is the best way forward	Barry Danser
10:10 Buy to Let v Buy to Sell	Glenn Armstrong
11:00 Break: Tea and Coffee - We hope you don't need too much Caffeine!	
11:15 Landlord Responsibilities	John Socha
Negotiating your way	
12:30	
Nibbling: No this is not lunch time yet !	GlennArmstrong
Top to bottom negotiating	Glenn Armstrong
Bottom up Negotiating	Glenn Armstrong

13:00 Break For Lunch Nibble and Scoff Techniques

13:45 No money down deals

Barry Danser.

Bridging without tears too

14:30 Mr. Negotiator Himself

Mark Harrison

Negotiation: Different Perspectives

15:30 Break : Tea and Coffee - We hope you don't need too much Caffeine!

15:45 Legal processes

Caroline Hume

Things to bear in mind when Negotiating

16:15 Body Language

John Goodinson

Their and our reaction to Body Language explored

16:45 Building your Team

The Team

How having the right team will mean you have a  
full back up strategy

Q&A

The Team

Day 4 : Lets talk about the next days Program

The Team

10 Training days Overview

The whole kit and how it can really help you to grow

The Team

Networking: Well Drinking in the Bar ! Surprise yourself at how much you can

learn or contacts you can make while relaxing and reviewing the course.