

Your Property Course

Sunday 25th November

Negotiation 2

Negotiating secured debts and unsecured debts with lenders

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 Quotations on Negotiation

Barry Danser

10:15: Helen Negotiation from a Vendors View Point
Also the 48 Hour Exchange system

Helen Wilkinson
City Law

11:00 Break: Tea and Coffee

11:15 James Negotiation Journey Real Scenarios
Extracts from James Diary

James Bailey

Making a non deal into a deal.

12;15 : Negotiation of deals with Lenders: A Perspective

Glenn Armstrong

13:00 Break For Lunch

Your Property Course

13:45 Real Deals- Our Mentees and friends stand up to talk about their success but from all different angles

14:00 NLP that's the one we always do our guest speaker will take you through some more NLP activities to make you think..... I think!

15:00 Our WILLS expert within

Neves Solicitors

Ms Paula Felton

11:45

a) Importance of making a will including what happens if the intestacy rules apply.

b) How much IHT you will pay today if a Will is not in place.

c) Why we are still recommending discretionary trusts in wills and the new Lasting Power of Attorney. How it can be a useful form of protection for property investors in the event that they become incapable of dealing with their own affairs.

d) What you need to do to create a Will and Trust..

16:30 Building your Team

The Team

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

Q&A

The Team

Your Property Course

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.