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**the Power Team**

**Your Profit...Our Success** Commercial · Industrial · Real Estate Brokerage

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## Power Team Newsletter

October 2009 Issue

### 10 Steps For Success In Negotiating

Negotiating is a skill in Real Estate that will help you in all stages of your investment. You will use this skill in negotiating the contract, negotiating the financing, working with your tenants, working with contractors and lastly negotiating your sales contract when you are ready to dispose of your asset.

The first thing you must do is get mentally prepared to win. You must visualize the success you want out of the negotiations.

Next, make sure you do your research. The last thing you want to happen is for you to lose your edge because you don't have the facts to back up the terms you are working toward.

Always remain positive about the path you are looking to take. Negotiations are a little like playing poker. You have to let the other party think that you are holding four aces or a royal flush.

### Featured Property



**McHenry**- Former Lumber Yard. Alexander Lumber has moved to Ridgefield leaving this 2.9 acre contractor's yard with rail spur on Rt. 31. 5,000

SF showroom and 21,000+ SF enclosed warehouse. C-5 zoning offers many uses. \$799,000.

Click on photo to view full specs.

## Why You NEED To Use A Commercial Attorney

**When you are deciding if it is necessary to use an attorney during your real estate transaction there are a few things you need to consider.**

**First, look at the complexity of the transaction. If you are issuing a standard Letter of Intent (LOI) it is unnecessary to incur the costs to engage an attorney. However, when you are getting ready to go to a purchase contract you should definitely engage a commercial real estate attorney, because it is critical that your contract covers all the stipulations of your due diligence and closing requirements.**

**Next, look at how much risk is associated with the transaction. On an apartment lease, it is unnecessary to have an attorney draw up each lease**

1) Communication is the key. Make sure you present a clear argument that is logical and easy to back up with facts and supporting documents or information. This is why we suggest that you show your opportunity evaluator to both the bank and the seller. You are showing seller why you are only willing to pay a certain price. In the case of the bank, you are showing them where the property can perform with just a few minor changes to the management.

2) Make sure you stay true to your beliefs but still present it in a polite and diplomatic matter. No seller wants to be disrespected. They will choose not to sell you the property out of principal even if you can negotiate the price.

3) Make sure you show the pros and cons of each point. You can be clear in your mind about the outcome you desire as long as you understand the need to compromise. There really is such a thing as a "win-win" situation.

4) Remain open minded through out the whole process. If the person you are negotiating with feels that you are only concerned with the issues that affect you and not them, they will not be inclined to give a little on their issues.

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## 43 lessons life taught me . . .

Written by Regina Brett, 90 years old, of The Plain Dealer, Cleveland, Ohio

My odometer rolled over to 90 in August, so here is the column once more:

1. Life isn't fair, but it's still good.
2. When in doubt, just take the next small step.
3. Life is too short to waste time hating anyone.
4. Your job won't take care of you when you are sick. Your friends and parents will. Stay in touch.
5. Pay off your credit cards every month.

for each new tenant that you get. In this case, you can use a standard lease that is drawn up one time by the attorney. When you are negotiating a ten year lease with a national tenant, it is important to dot your "i's" and cross your "t's", so an attorney needs to be involved.

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## Vaccine revolt! Swine flu vaccine support crumbles as flimsy rationale for H1N1 shots becomes apparent

(NaturalNews) Public support for the swine flu vaccine is evaporating by the day as the rationale for the vaccine appears increasingly ludicrous to anyone paying attention. Moms, nurses, day care workers and members of the general public are increasingly realizing that Big Pharma's rationale for swine flu vaccination just doesn't add up. Recent polls conducted by the mainstream media indicate

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that more than fifty percent of moms are refusing to expose their children to the swine flu vaccine, and nurses and health practitioners across the US and UK are going vocal with their opposition to the vaccine.

Legal action against the FDA's approval of the swine flu vaccine is already underway ([http://www.naturalnews.com/027205\\_v...](http://www.naturalnews.com/027205_v...)), and public protests are gaining momentum in raising awareness about the primary objections to the swine flu vaccine. Intelligent, informed people everywhere are saying NO to this vaccine!

Popular support for the vaccine is crumbling by the day, and health authorities are now turning to exaggerated scare stories to try to drum up demand for their vaccines. Where scientific credibility is lacking, fear is being invoked in its place.

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