



# REAL ESTATE NEGOTIATIONS

with Attorney Mike Anselmo

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Designed specifically for real estate agents, this attorney-led deep dive explores the negotiation strategies, legal insights, and contract knowledge needed to confidently represent clients and protect deals from falling apart.

Learn how attorneys analyze risk, structure offers, and navigate complex negotiation scenarios — and how you can apply those same principles in your day-to-day transactions.

Through real-world examples and practical discussions, agents will gain a clearer understanding of contract language, leverage, contingencies, disclosures, and communication techniques that strengthen your position at the negotiating table while keeping transactions compliant and professional.



**MONDAY**  
March 23rd, 2026  
1:00–2:00 pm

**KW INSPIRE (GENEVA)**  
407 S 3rd St # 114, Geneva, IL 60134

