



Current or Potential Client,

It is our pleasure to introduce you to A. (Andy) Anderson, Jr., who has successfully completed the Master Certified Negotiation Expert (MCNE<sup>®</sup>) designation program conducted by the Real Estate Negotiation Institute (RENI). The MCNE<sup>®</sup> program is the premier and most comprehensive negotiation designation program in real estate.

The Master Certified Negotiation Expert (MCNE<sup>®</sup>) program consists of six training courses covering professional negotiation theory and techniques, as well as practical application to real estate negotiation situations. The Real Estate Negotiation Institute (RENI) is a member of the Harvard Program on Negotiation and researches negotiation literature around the world to bring the best possible training to real estate professionals.

No real estate professional can guarantee specific outcomes or results for your real estate transaction. You can be sure however that your MCNE<sup>®</sup> agent will conduct your real estate negotiations professionally, skillfully, and with confidence on your behalf. The results achieved by you and your MCNE<sup>®</sup> agent will likely be among the best possible for your specific situation. (Negotiation Expertise, LLC, and the Real Estate Negotiation Institute do not warrant or guarantee any specific results when hiring a MCNE<sup>®</sup> agent.)

As you consider your choice of real estate professionals, carefully evaluate his training and commitment to skill development. Negotiation skills are very important to your ultimate success and your MCNE<sup>®</sup> agent has demonstrated a commitment to excellence by completing the MCNE<sup>®</sup> program.

We wish you all the best in your real estate transactions and know that your needs and interests will be better served by hiring a MCNE<sup>®</sup> agent!

Sincerely,

Tom Hayman  
Co-Founder  
Real Estate Negotiation Institute

John Wenner  
Co-Founder  
Real Estate Negotiation Institute

