

## Kerry's Websites from CNE Class:

Closing techniques

[http://changingminds.org/disciplines/sales/closing/closing\\_techniques.htm](http://changingminds.org/disciplines/sales/closing/closing_techniques.htm)

Body Language [www.BusinessBalls.com/body-language.htm](http://www.BusinessBalls.com/body-language.htm)

Real Estate Negotiation Institute Website: [www.NegotiationExpertise.com](http://www.NegotiationExpertise.com) or [www.TheRENI.com](http://www.TheRENI.com)

CNE Materials <http://negotiationexpertise.com/student-downloads> CNE134

Jeb Blount Blog [www.salesgravy.com/community/blogs/8/jeb-blount](http://www.salesgravy.com/community/blogs/8/jeb-blount)

Dave Knox <http://www.realestatetrainingbydavidknox.com/>

Harvard Program on Negotiation [www.pon.harvard.edu](http://www.pon.harvard.edu)

Inman Select [www.Inman.com](http://www.Inman.com)

Keeping Current Matters – Steve Harney [www.KeepingCurrentMatters.com](http://www.KeepingCurrentMatters.com)

NAR Research [www.realtor.org/research-and-statistics](http://www.realtor.org/research-and-statistics)

Realtor Property Resource [www.NARRPR.com](http://www.NARRPR.com)

Dale Carnegie Institute [www.DaleCarnegie.com](http://www.DaleCarnegie.com)

Manhattan purchased for \$24?

<http://mentalfloss.com/article/12657/was-manhattan-really-bought-24>

BYU Professor and Christmas cards

<http://www.npr.org/blogs/health/2012/11/26/165570502/give-and-take-how-the-rule-of-reciprocation-binds-us>

Ordering books, tapes, CDs, DVDs: [www.Half.com](http://www.Half.com)

Getting Bigger Tips

<https://www.psychologytoday.com/blog/let-their-words-do-the-talking/201207/six-tips-get-higher-tips>

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