

# Michael Walker

**Real Estate Coach | Speaker | Negotiation Expert**



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With over 21-years of experience in real estate, Mike has worked as an advisor and consultant for some of the largest real estate brands in the US. His passion for law and ethics have prompted him to independently study both national and local levels of real estate conduct. His diverse knowledge of the real estate business extends well beyond basic transactional sales.

Mike spent 12-years, teaching negotiation as a professional speaker nationally and has worked with other topics that include cultural behavior and the power of positivity. He has worked with over 10,000 agents, across 31 states in the U.S., involving various aspects of transaction negotiation, mediation and consumer psychology.

## SOME ACCOMPLISHMENTS

- Public Speaking Events in 46 States
- City of Philadelphia Mayor Office - Negotiation Training Contract
- West Point Military Acad. Speaker
- Trained 10,000+ Real Estate Agents
- Real Estate Top in Sales 2004-2009
- Taught Real Estate Sales & Negotiation in 31 States
- Certified Trainer - Jon Gordon - Power of Positive Leadership Method
- Guest Lecturer at Fordham, University of Colorado and Columbia University
- Largest Audience to Date 2,500 People





## TRAININGS & KEYNOTES

### NEGOTIATION TODAY

**30-60 Minute Training** on Negotiation and what is changing in Real Estate nationwide that brokerages and agents need to prepare for.

### NEGOTIATION BASELINE

**60-120 Minute Training** on Fundamental Negotiation elements that all real estate professionals should have and should learn including a short tactical bootcamp of the Top 5 most successful negotiation tactics in real estate and how to use each tactic.

### PSYCHOLOGY THAT MOVES PEOPLE

**30-60 Minute Speech** on how to transform your target audience from warm to really motivated and why real estate agents "miss the mark" when selling to consumers.

### SEEING THE INVISIBLE CONFLICT

**30-60 Minute Speech** on looking through the aspects of conflict, objection and deal making to find the true substance of what people are actually objecting to.

## SAMPLE OF CLIENTS INCLUDE

Sotheby's  
INTERNATIONAL REALTY

Century  
21

Howard  
Hanna

EXIT  
EXIT Premier Partner

COMPASS

RE/MAX

GB

BERKSHIRE HATHAWAY  
BH  
HS  
HOMESERVICES

kw  
KELLERWILLIAMS.

## PODCAST INTERVIEW TOPICS

- Top 5 Negotiation Tactics
  - Real Estate Transactions
  - Client Negotiations
- Never Say "No"
  - Real Estate Transactions
  - Listing Appointments
- The Invisible Conflict You Must See
  - Advanced Negotiation
- Best Method of Persuasion
  - Real Estate Transactions
  - Clients
- The #1 Most Under-Used Tactic in Real Estate Today
  - Real Estate Transactions
  - Client Negotiations