

## SHIFT Book Club Session 4

Tactic #12: Bulletproofing the Transaction PART 1  
(p. 241-270)



### Self-Reflection:

1. When writing or accepting offers, what additional considerations do I need to note to make sure my client is protected?
2. What are some common issues that may arise to endanger a transaction? What issues am I seeing?
3. How can I better prepare myself to handle unexpected problems at each stage of the transaction?
4. How can emotions and decision-making of the different parties involved impact the various stages of the transaction? What can I do to help prepare my clients?