

# Jim Basquette, of Huff Realty in Cincinnati, Ohio has been awarded the Certified Negotiation Expert (CNE®) designation



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Jim Basquette, of Huff Realty in Cincinnati, Ohio has been awarded the Certified Negotiation Expert (CNE®) designation, achieved by [real estate professionals](#) who have successfully completed formal training in the art of negotiation. Agents who receive this certification are in the top 1% of all agents nationally. He is the first and currently only Cincinnati Realtor to do so.

With professional [negotiation skills](#), agents will typically obtain better results for their clients. CNE agents have a powerful competitive edge because of their ability to uncover information effectively, get more and give less during sales/purchase negotiations, and retain control over



desired outcomes. Bottom line, CNE® agents know how to influence and persuade others more effectively than agents without professional negotiation training.

Negotiation Expertise, LLC, a national negotiation training and coaching company serving the real estate industry and based in Peoria, AZ, provides the certification training. Tom Hayman, the President and owner, is a professional negotiator with 35+ years experience, including 25 years with Procter and Gamble, a Fortune 50 company. Hayman asserts "Any Buyer or Seller who hires a CNE® agent can feel confident that they have the best trained agent in the business. They will get superior results and have better resolution of any issues when hiring a CNE® agent."

Jim Basquette specializes in marketing homes, especially [luxury homes](#) for sellers. In addition to the CNE designation, Jim has earned the Accredited Staging Professional(ASP), Sellers Representative Specialist (SRS)and e-Pro designations. He is also the only Cincinnati Realtor who is a member of the Institute for Luxury Home Marketing. Jim was voted one of the "50 Top Realtors on the Rise" by Real Estate Magazine in 2008.

For more information about the designation visit [www.NegotiationExpertise.com](http://www.NegotiationExpertise.com). To contact Jim Basquette call 513-703-6523 or visit [www.JimSellsHomes.com](http://www.JimSellsHomes.com).

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