

— *Advanced Negotiation Course* —

Effective Negotiating For Real Estate Professionals



Effective negotiating on behalf of others is the hallmark of the buyer's and seller's representatives. This course examines positional bargaining and value negotiating. It also examines unique issues when representing someone in a negotiation and breaking a negotiation impasse.

Earn 7 hrs MCE!

April 10, 2007

9:00 am - 5:00 pm

Home Office Training Center
2801 Gateway Dr., Ste 180
Irving, TX 75063

\$45.00 fee to attend

Checks payable to NRT
Visa or Mastercard accepted

Seating is Limited!

To register, go to
cbdfw.net, company calendar
Or email:
michelle.garcia@cbdfw.com

Boost your Negotiating Skills!

In this course you will learn:

- Differentiate between the main negotiating practices
- Select the appropriate negotiating practices based on specific negotiating circumstances
- Apply processes of negotiating through activities and case scenarios
- Deal with different behavior styles
- Identify factors that could lead to impasse
- Overcome barriers in a negotiation that otherwise would lead to impasse

Course # 07-00-048-4995

Rhonda Hamilton Learning Services

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Absolutely No Late Arrivals or Partial Credit Allowed.

Registration fees must be prepaid, however, a full refund will be made if notice of cancellation is given 24 hours in advance. Students who arrive late or leave early, will lose their right to receive CE credit in accordance with the state regulations. If you require special accommodations in order to attend this course, please advise us prior to the course date. Instructor is subject to change without notice. This course is open to all real estate licensees.