



The Many Faces of Negotiating

Hosted by: **Central Hill Country Board of REALTORS® (CHCBR)**

Date/Time: **June 16, 2017** **9 am - 4 pm**

Location: **CHCBR Classroom**
906 N. Milam Street
Fredericksburg, TX 78624

This is an interactive broadcast course, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor.

Registration

Name on TREC License

TREC License #

Primary Phone

Email Address

Business Planning for Real Estate Real Estate Agents

Course # 28860

6 Hours CE

Cost: \$60

We often think of negotiation as something occurring between the buyer and seller. However, in any real estate transaction there are also negotiations between the agent and principal as well as agent and agent. Successful negotiation is purposeful and should create a “win” for both sides. This class teaches techniques for negotiating a mutual win in all scenarios without damaging the relationship between parties. The course will cover various negotiation styles, techniques, goals, and strategies to help create the best opportunity for their client whether buyer or seller. You will learn the steps in preparing for a negotiation, become familiar with different generations of consumers, how to deal with them, and learn the impact of body language and how it affects negotiations.

Method of Payment: Cash Check Mastercard Discover Visa Am Express

Name on Card: _____

Billing Address: _____ Zip _____

Credit Card #: _____ Expiration: _____

Signature: _____

CE Credit

If seeking CE credit, please bring your real estate license and a valid photo ID.

Special Services

If you require special accommodations to participate, please let us know at least 3 days prior to the course and attach a written description of your needs.

Refund/Cancellation Policy

A full refund will be issued if written notification is received by June 9, 2017, otherwise a \$15 cancellation fee will be deducted from your refund. No refunds will be issued after June 13, 2017

To Register:

Send form and \$60 check payable to CHCBR, 906 N. Milam Street, Fredericksburg, TX 78624

To pay online, log on to Navica, Click News & Events and Association Events.

Registration Deadline:

June 9th - After Deadline add \$15 to registration fee!



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Texas Association of REALTORS
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