



Effective Negotiating Strategies

Hosted by
South Padre Island
Board of REALTORS®

When January 5, 2018

Where
2111 Padre Blvd. Suite #5
South Padre Island, TX 78597

Registration: 8:45am

Class 9am - 4pm

Instructor(s) Mickey Lackey

This is an interactive broadcast class, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor via live video. Contact the host for more information.

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Registration

Name on TREC license

TREC license # Primary phone

Email address

CE credit

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

Special services

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

Refund/cancellation policy

No refunds will be issued after December 30, 2017.

Courses & fees

Effective Negotiating Strategies

6 hrs. CE, course #31201

\$60

Real estate transactions are all about the art of negotiation. The overall objective of this course is to teach agents how to negotiate to implement collaborative vs. adversarial negotiations, how to ask strategic questions and practice active listening skills to determine critical needs, implement win-win strategies for mutual gain and a fair outcome. Also how to look at transactional issues that can sabotage negotiations and hurt the transaction. Learn what can erode a negotiating and how to avoid them. To effectively communicate to clients what they can expect from a true real estate professional.

Deadline

Register by December 30th. After deadline, add \$5 to registration fee

Method of payment Cash Check Money order Visa
 MasterCard Discover American Express

Name on card 3-digit CSC

Billing address ZIP

Credit card number Expiration date

Signature

To register

Fill out this form and email
Lindsey@spirealtors.com

Questions?

Contact Lindsey Martinez
(956) 772-1940