



The Many Faces of Negotiating

Hosted by

South Padre Island Board of REALTORS®

When August 28, 2017

Registration 8:45am

Where

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

Class

9am - 4pm

Instructor(s)

Candy Cooke

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

Registration

Name on TREC license

TREC license #

Primary phone

Email address

Courses & fees

The Many Faces of Negotiating

6 hrs CE, Course #28860

\$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

Deadline

Register by August 21, 2017 After deadline, add \$10 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

 **TEXAS REALTORS® UNIVERSITY**
TEXAS ASSOCIATION OF REALTORS®

Provider #0001

800-873-9155 • education@texasrealtors.com

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

A full refund will be issued if written notification is received by August 21st. No refunds will be issued after August 22nd.

To register

Fill out this form and email
Lindsey@spirealtors.com

Questions?
Contact Lindsey Martinez
(956) 772-1940