



# The Many Faces of Negotiating

**Hosted by**  
South Padre Island  
Board of REALTORS®

**When** June 11, 2018

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

Registration: 8:45pm  
**Class** 9am – 4pm

**Instructor(s)** Marion Napoleon

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.

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## Registration

Name on TREC license

TREC license #

Primary phone

Email address

### Courses & fees

\$60

## The Many Faces of Negotiating

6 hrs. CE, course # 33227

\$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.

### Deadline

Register by 06/04/18 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

### 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 June 4, 2018.

## To register

Fill out this form and email  
[Lindsey@spirealtors.com](mailto:Lindsey@spirealtors.com)

Questions?

Contact Lindsey Martinez  
(956) 772-1940

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