

The **FIRST & ONLY**
negotiation certification
recognized by the
**NATIONAL ASSOCIATION
OF REALTORS®**

RENE Certification

RD 901 – Real Estate Negotiation
Expert (564002604)

6 Hours Elective CE Credit

This **2-day Course** is an interactive experience to help negotiators elevate their game! You will examine all types of negotiation formats and methods so that you can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can provide effective results for their client. The 2nd day of the course focuses on real-world field scenarios to help negotiators apply the power tools, techniques and tactics learned on the first day.

Understanding the tactics and techniques is one thing, but learning how to recognize them being done and using them effectively requires practice. These field scenarios provide the foundational experience and practice negotiators need to master so they can effectively advocate for their clients.

Sponsored by:



Approval Code: 2019-012

The Power Negotiator's Playbook is:

- In preparation
- Being open to options
- Knowing how to effectively work with tradeoffs
- Knowing how to compromise without giving essential components away
- And reaching a resolution that your client can find acceptable

DATES: February 21 & 22, 2019

LOCATION: Gateway Center
1 Gateway Drive
Collinsville, IL 62234

TIME: 9:00 am – 4:00 pm

INSTRUCTOR: Lynn Madison

LUNCH WILL BE PROVIDED

Registration Cost: REALTOR® Members

Register by February 14th	\$175
Register by February 20th	\$185
Registration Day of Class	\$195

Non-Members \$195

Lynn has been a speaker at the NAR convention for over a decade and has spoken to REALTORS® in over 30 states and has been active in developing and delivering Illinois' continuing education programs since 1992. Take advantage of this opportunity to learn from Lynn now-including three NEW classes, all written by Lynn herself!



RENE Certification

RD 901 – Real Estate Negotiation Expert (564002604) - 6 Hours Elective CE Credit
February 21 & 22, 2019 – Gateway Center, 1 Gateway Drive, Collinsville, IL 62234
9:00 am – 4:00 pm (Registration at 8:30 am)

Registration begins 30 minutes prior to start of class; late arrivals will not be admitted.

Please complete the information below and return this form to GGAR, 10 Ginger Creek Parkway, Glen Carbon, and IL 62034 or via fax at 618-692-8307. I have a disability that requires special accommodations to fully participate in this course.

Name: _____

Office: _____

Address: _____

Real Estate License number: _____

Contact number: _____ E-mail address: _____

Forms of Payment: (By February 14th = \$175; 15th through 20th = \$185; Walk-Ins \$195)

Register Online: <https://ams.navicamls.net/>

(User ID = NRDS number, Password = Last Name Ex: Chapman unless changed during a prior login)

Check made payable to **GGAR** Check number: _____

Charge to my credit card (provide American Express, Discover™, MasterCard™, or Visa™)

Number: _____ Exp. date: ____/____

Billing Address: _____ ZIP code: _____

Signature _____ Note: All credit card information is deemed confidential

Important Information:

In order to obtain CE credit for a course, you must attend the entire session. **Check-in begins 30 minutes prior to class start time.** No credit will be given to those who arrive late, depart early, or take breaks other than the pre-approved instructor's break.

Photo ID will be required upon check-in.

Individual licensees are responsible for keeping track of their CE credits.

No written confirmation of class will be mailed—you will be notified if the class is full.

The cancellation deadline is 48 hours prior to the class for a full refund. NO REFUNDS issued after deadline.

If you have any disabilities that require special accommodations, please identify those special needs by emailing general@gatewayrealtors.com



The Greater Gateway Association of REALTORS® reserves the right to cancel any course if a minimum of 12 attendees are not registered by an agreed-upon deadline; you will be notified if the class has been canceled. GGAR reserves the right to cancel class due to inclement weather or other unexpected events. We will make every attempt to notify you via telephone and/or e-mail prior to 7 a.m. the day of the class. **Classes that remain in session are non-refundable.**
Illinois REALTORS® Approval Code: 2019-012