

NEGOTIATE TO WIN



Council of Residential Specialists
The Proven Path To Success

CRS ONE DAY COURSE:



Win-Win Negotiation Techniques

You are a real estate agent, a confidant, a sales person, and a needed negotiator. This is what your clients expect, and you aim to deliver.

In Win-Win Negotiation Techniques, you'll learn to:

- ✓ Identify 13 negotiation tactics
- ✓ Describe the 3 critical elements that influence negotiations
- ✓ Review the 4 principles that will make your negotiations more successful

In today's marketplace, sharp and polished negotiation skills open the door to getting deals done.

Monday

September 19, 2016

8:30 a.m.-5:00 p.m.

Instructor: **Chandra Hall**

Presented by:

Greater Tulsa Association of REALTORS® and OK CRS Chapter

Course Location:

Greater Tulsa Association of REALTORS®
11505 E. 43rd Street, Tulsa, OK 74146

\$75 Spectacular Spring Savings Deal!

NOW through July 16, 2016

To successfully represent and satisfy your customers, you must be an effective negotiator. In fact, the NAR Profile of Home Buyers and Sellers reports that 87% of buyers identified negotiation skills as a very important quality for their real estate agents.

Since another key element of success is developing and sustaining relationships, you must consider not only the outcome of a negotiation, but also your rapport with the other party.

This new CRS One-Day Course provides negotiation strategies that enable you to achieve mutually satisfying results rather than haggling over issues that can derail transactions. Through highly-interactive role playing activities, you will develop and practice scripts that can prepare you to successfully negotiate with all parties in a transaction.

Upon the successful completion of this course, you will be able to:

- Establish and maintain rapport with other parties in a negotiation
- Learn about other parties' needs and identify their interests
- Effectively prepare for negotiations by exploring actionable solutions and creating a game plan
- Respond more effectively to issues that commonly arise during your transactions



Chandra Hall lives in Colorado Springs, CO where she is a practicing REALTOR® and new home builder. She has been in the business over 17 years, and lived in 19 houses by the age of 16. Chandra is a certified CRS instructor and holds the Distinguished Real Estate Instructor designation (DREI).

ABOUT CRS

The Council of Residential Specialists is the largest not-for-profit affiliate of the National Association of REALTORS®.

We are a professional network of over 30,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities.

CRS also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions, and education.

[Explore the paths you can take to earn the CRS designation.](#)

Two early-bird specials give you two opportunities to \$AVE big on Win-Win Negotiation Techniques — A win-win for all!



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For more information on other CRS courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit www.crs.com.

REGISTRATION FORM

CRS ONE DAY COURSE



Win-Win Negotiation Techniques

Individuals who take this course will earn 8 CRS education course credits towards the CRS Designation.

Additionally, this course is OREC approved for 8 hours of elective continuing education credit in Oklahoma.



WHERE: Greater Tulsa Association of REALTORS®
11505 East 43rd Street, Tulsa, OK 74146

WHEN: Monday, September 19, 2016

WAYS TO REGISTER:

1. Register Online (GTAR members only) at www.TulsaRealtors.com
2. Fill out the information below and Mail to: GTAR, P.O. Box 470603, Tulsa, OK 74147 or
Fax to 918-663-8815 Call 918-663-7500 Email to education@tulsarealtors.com

Name _____ Company _____
GTAR Member # _____ License # _____
Address _____ City, State, Zip _____
*Email _____ Phone _____

(*Required for registration confirmation)

REGISTRATION FEE:

- \$75 Spectacular Spring Savings Deal** (Through July 15, 2016)
- \$95 Sizzling Summer Savings Deal** (July 16 – August 31, 2016)
- \$125 Regular Price** (Starting September 1, 2016)

Credit Card (Visa MasterCard Discover American Express)

Account Name _____

Account Number _____

Exp. Date _____

Check Enclosed: Make check payable to: **GTAR**

Questions?

**Email education@TulsaRealtors.com
or Call 918-663-7500**

CANCELLATION POLICY:

A full refund will be issued on cancellations received by 5:00 p.m. (CDT), Friday, September 16, 2016. No refund will be issued on cancellations received after that time. (GTAR Members: If you charge this class to your GTAR account, and fail to cancel the class by the stated deadline, you are still responsible for paying for the class!)



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