

# Win-Win Negotiation Techniques

Thursday, February 14 | 8:30 a.m. to 5:00 p.m. | VBR Offices



**Instructor:**  
**Monica Neubauer**



**VBR Member Rate: \$140**  
**Log in & register at [vbr.net](http://vbr.net)**

**Non-member Rate: \$150**  
**Contact VBR to register at**  
**970.766-1028 or [mel@vbr.net](mailto:mel@vbr.net)**

**Earn  
8 CE!**

**Breakfast & lunch included!**

To successfully represent and satisfy their customers, agents must be effective negotiators. Another key element of success is developing and sustaining relationships. Agents must consider not only the outcome of a negotiation but also their rapport with the other party. This course provides negotiation strategies to help you 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, including clients, other agents, and service providers.

After completing 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

Vail Board of REALTORS - 275 Main St., Suite G004, Edwards

