

The Truth about Negotiating

Attend class and learn why negotiation skill is important to the real estate professional's client, how expectations are met, and how strategies must change with different circumstances. We will also discuss the drawbacks of using poor tactics and the long-term repercussions. All information is for the purpose of laying a solid foundation for the individual and his/her career and serving the consumer to the highest of standards.

The Truth about Negotiating...Winning in the Real Estate World.

We have had numerous requests for a class on Negotiating. Don't miss out. Register now.

WHEN: Wednesday, October 25, 2017 (pm)
Registration: 1:15 to 1:25; Class: 1:30 to 4:30 p.m.

WHERE: Spokane Association of REALTORS®
1924 N. Ash Street, Spokane

INSTRUCTOR: Linda Miller Sheets, GRI, CRB, CRS

COST: SAR Member: \$30 early; \$45 regular
Non-SAR Member: \$45 early; \$60 regular

LATEST DAY FOR EARLY REGISTRATION IS 10 DAYS PRIOR TO CLASS DATE

Cancellation Policy:

A refund will be granted until 3:30 p.m. three days prior to the class after which time there will be a 50% refund. Anyone not showing for registration the day of the class will not be given a refund.

Online Credit Card Enrollment also available: www.SpokaneRealtor.com



3 CLOCK HOURS

EDUCATION REGISTRATION FORM
The Truth about Negotiating — October 25, 2017 (pm)

Name _____ SAR Member # _____
Office _____
Office Phone # _____ Email _____
Credit Card Billing Address _____
City _____ State _____ Zip _____
____ Visa ____ MC for \$ ____ Card # _____ 3 digit sec. code _____
Expires _____ Signature _____

OR

MAKE CHECK PAYABLE TO S.A.R. AND MAIL TO:
Spokane Association of REALTORS®
1924 N. Ash Street, Spokane, WA 99205

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