

# 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, May 23, 2018  
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](http://www.SpokaneRealtor.com)*



## 3 CLOCK HOURS

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**EDUCATION REGISTRATION FORM**  
**The Truth about Negotiating — May 23, 2018 (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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