Negotiate Like a Pro

Hosted by Brownsville Board of REALTORS®

When Thursday, July 9, 2026

9:00 AM - 11:00 AM

Where Via Zoom

Class

Instructor(s) Fred Hensley

This is an interactive broadcast course, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor. Contact the course host for more information.

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Registration

Name on TREC license

TREC license # | Primary phone

Email address

Courses & fees $20.00

Negotiate Like a Pro
2CE Hours Course Code: 06213

This session will examine the "what", "how", and "why" of negotiating with clients, peers, and competitors. Many people and many circumstances are predictable when you focus on the 3 P's of Negotiating - Prepare, Plan, and Perform. Course will focus on what psychologists teach and Master Agents do every transaction to make negotiating easy.

Deadline

Register by 7/08/2026 After deadline, add $5 to registration fee

Method of payment ☐ Visa ☐ Check ☐ Money order ☐ MasterCard ☐ Discover ☐ American Express

Name on card | 3-digit CSC

Billing address | ZIP

Credit card number | Expiration date

Signature

CE credit
If seeking CE credit, please bring your real estate license and a valid photo I.D.

Special services
If you require special accommodations to participate, please let us know at least three days prior to the course and attach a written description of your needs.

Refund/cancellation policy
A full refund will be issued if written notification is received by 7/07/2026, otherwise, a $5 cancellation fee will be deducted from your refund. No refunds will be issued after 7/08/2026.

To register

Fill out form & email to bbor.spi@gmail.com
Questions contact:

David Ramirez
956-545-0557

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800-873-9155 • education@texasrealtors.com