

NEGOTIATE TO WIN

CRS ONE DAY COURSE:



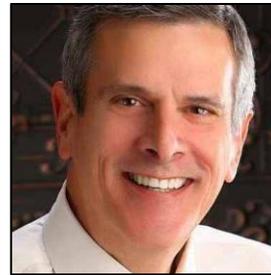
Win-Win Negotiation Techniques

CRS
Elective!

Hurry Space is limited!

About Pat Zaby:

He has been a speaker at every National Association of REALTORS' convention since 1979 as well as numerous franchise and state conventions. He served as President of CRS in 1990 and the REALTORS National Marketing Institute in 1993. As one of the first to utilize the power of personal computers in real estate, he thoroughly understands what residential agents want and need them to do.



Presented by:
PAT ZABY
CRS, CRB, CCIM

July 24, 2018
8:30 a.m. - 4:00 p.m.
(8:15 registration)
24725 W. 12 Mile, Ste. 100
Southfield, MI 48034
Call: 248-478-1700
Online: www.GMARonline.com

MemberMax/EduPass: FREE!
GMAR Members: \$150.00
Non-Members: \$200.00

To successfully represent and satisfy their customers, agents must be effective negotiators. 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, agents must consider not only the outcome of a negotiation but also their 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, the student 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

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

Contact GMAR to register for WIN-WIN NEGOTIATION TECHNIQUES today at 248-478-1700.



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

