

# Real Estate Negotiation Expert Certification

December 4 & 5, 2017 9:00 a.m. - 5:00 p.m.

GMAR: 20 Oak Hollow, Suite 100, Southfield, MI 48033

## GMAR

### CERTIFICATION REQUIREMENTS

- Be a member in good standing of the National Association of REALTORS.
- Complete this qualifying two-day course.
- Complete the application.
- Submit one-time application fee of \$159.00

## RENE

Real Estate  
NEGOTIATION EXPERT

### Certification Course Cost

\*MemberMax/EduPass  
**FREE\*\*!**

Please fax completed form to:  
(248) 478-3150

GMAR Members:  
\$249.00

Non-Members:  
\$299.00

Call (248) 478-1700  
Online at [www.GMARonline.com](http://www.GMARonline.com)

## Earn the RENE Certification

### Tactics, Tools and Techniques for the Power Negotiator

The Real Estate Negotiation Expert (RENE) Certification is for real estate professionals who want to sharpen their negotiation skills. The RENE Certification gives REALTORS the tips and tools needed to be skillful advocates for their clients.

#### What You Gain:

- Improve your negotiating skills
- Learn about the behind-the-scenes issues and how to deal with them
- Learn how to handle a wide range of personalities and situations
- Learn to sort out the competing objectives of the parties involved in a transaction

Approved for 16-hours of elective continuing education credits

#### ATTENTION GMAR MEMBERS:

←You may be able to take this course for FREE\*!

Name: \_\_\_\_\_ License #: \_\_\_\_\_

Office: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Visa  MasterCard  Discover  American Express:

CID: \_\_\_\_\_

Edu-Pass™ / Member-Max™ Expiration Date: \_\_\_\_\_

Signature \_\_\_\_\_

**\*\*Subject to seating availability. Newly licensed members are not eligible to attend designation courses included with the MemberMax- and/or EduPass-program during the first 6-months of membership\*\***

## LIMITED SEATING AVAILABLE!