

FREE 3 hours of CE

Negotiating: Key to the Deal [#0818]



Chandra Hall

You are a real estate agent, a confidant, a sales person and a needed negotiator. This is what your clients expect and you aim to deliver.

In Negotiating: Key to the Deal, you'll learn to identify 13 negotiation tactics, describe the 3 critical elements that influence negotiations, and review the 4 principles that will make your negotiations more successful. In today's marketplace, sharp and polished negotiation skills open the door to getting deals done.

Chandra is in demand across the nation as one of the nation's foremost experts on the state of the market, financing, foreclosures, short sales, and REOs.

Thursday, January 21, 2016

8:30 am - 12:00 pm
or 1:00 pm - 4:30 pm

DC Center

11830 Stonegate Dr
Omaha, NE 68154

OABR Members - FREE; Non-members - \$25

This session will provide you with **3 hours of Continuing Education.**

Register online at www.ims.oabr.com or send reservations to one of the following:

OABR
11830 Nicholas St.
Omaha, NE 68154

Fax: 402-619-5559

Email: Donna@OmahaREALTORS.com

Name _____ License # _____

Company _____ License Type _____

Phone _____ Class Attending: 8:30am - 12:00pm 1:00pm - 4:30pm

Email _____