

# Greater New Haven Association of REALTORS®

## CERTIFIED NEGOTIATION EXPERT (CNE)

### Professional Negotiation & Business Building Seminar

### Strategies Guaranteed to Change Your Confidence and Career!

#### **Bonus** – Strategies for Immediate use in Short Sales and Lead Conversion with Sellers or Buyers + 6 hours of CE!

I appreciated the class. That same weekend I put a condo under contract and we managed to find a purchase price with conditions that were favorable with both parties and much of my confidence and ideas in the negotiations came from the class I had just taken. Thanks for your class.  
*Cindy MacGraw, REALTOR®*

#### Learning objectives:

- **Professional Negotiators** - what they do differently vs. average negotiators and how they get better results for their clients and themselves
- **Competitive Bargaining** - understand the “tough” approach to negotiating, when to use it, and how to handle that highly competitive hard bargainer across the table
- **Collaborative Negotiating** - learn collaborative negotiation techniques and why this “win-win” approach leads to better outcomes for both parties
- **Persuading and Influencing Others** - learn proven persuasion techniques that will help make you a much more effective negotiator
- **Psychology of Buying** - the “whole brain” approach to influencing the buyer’s (and seller’s) decision-making process
- **Planning for Negotiation Success** - you have a marketing plan, an open house plan and a lead generation plan; now you will have a negotiation plan to give your clients confidence in your ability
- **Confidence Building** - gain confidence in dealing with *any* negotiation situation - in real estate or outside real estate (these approaches work for *any* negotiation situation)
- **Innovative Business-Building Approaches** - expand your thinking and value offerings with new client protection approaches and service fee options
- **Getting Answers** - learn how to ask the *right* questions that get the answers you need in your real estate negotiation
- **Immediate Real Estate Application** - all examples, case studies, and role plays are real estate negotiation situations

\*Instructor: John Wenner, DREI, CNE



\*Class Dates: Wednesday, October 6<sup>th</sup> and Thursday, October 7<sup>th</sup>, 2010

\*Class Times: 9:00 a.m. – 4:30 p.m.  
Check In: 8:30am

\*CE: This Course meets the minimum requirements as set forth by the CT Real Estate Commission for 6 Hours of Elective CE Credit.

Attendance is required on both days to receive the CNE designation and to meet the CT CE requirement.

CT CE Certificates provided by Negotiation Expertise, LLC. #1055)

\*Class Location: GNHAR  
127 Washington Ave, West Bldg, LL  
New Haven, CT 06473

\*Price: GNHAR Members \$199.00  
Non-Members \$225.00 (\$299 regular Price)

\*To Register: [www.greaternhrealtors.com](http://www.greaternhrealtors.com)  
or call 203-234-3938

Includes 300 pages of negotiation and CNE marketing materials.



Instructor John Wenner (Co-Founder of Real Estate Negotiation Institute & owner of Career Expansion): *With 25 years as a professional negotiator and training from Jim Thomas the top choice of U.S. Presidents and their staffs for negotiating coaching and advice; Distinguished Real Estate Instructor (DREI- only 84 in the world); Former Managing Broker of over 600 agents & 8 offices; 16 years Real Estate experience; John brings a wealth of negotiation knowledge and practical experience to agents in this exciting real estate negotiation seminar. His upbeat, fun approach to learning will make you and your clients very glad you invested in this career-changing event.*



**Cancellation Policy:** If you cancel in writing at least 72 hours prior to the start of the first day, you will receive a full refund (less a \$25 administrative fee). No refunds will be given for cancellations made less than 72 hours before the beginning of the first day, but full credit will be given towards another seminar at a later date.

For Additional Information call  
**949-349-0757**

GREATER NEW HAVEN ASSOCIATION OF REALTORS

127 Washington Ave. West LL  
 North Haven, CT 06473  
[www.greaternhrealtors.com](http://www.greaternhrealtors.com)  
 203-234-3938

REGISTRATION: Please PRINT and complete ALL of the requested information below:



CERTIFIED NEGOTIATION EXPERT

Wednesday, October 6<sup>th</sup> and  
 Thursday, October 7<sup>th</sup>, 2010  
 8:30 a.m. – 4:30 p.m.

CLASS FEES

- \$199.00 for GNHAR MEMBERS
- \$225.00 for NON- MEMBERS

**REGISTRATION DEADLINE:** This course requires advance registration and payment in full by *noon on Friday, October 1.*

**LATE REGISTRATIONS:** An additional administrative processing fee of \$10.00 will be added to all late registrations. \* CE certificates for those students who register late may not be ready by the end of class. Completed certificates will be mailed to the address on your registration form. *Only CASH or CREDIT CARD payment will be accepted for late registrations.*

**NO WALK INS. NO EXCEPTIONS.**

**PAYMENT:** FULL payment is required prior to the class start date. We accept cash, check, MasterCard, and Visa. There will be a \$25.00 charge for any check returned by the bank for insufficient funds or for any declined credit card charge. Your payment, whether by credit card or check, will not be processed until class minimum enrollment is met. Return completed form with payment via:

**FAX:** 203-234-3980

**MAIL:** Greater New Haven Association of Realtors, 127 Washington Ave., West Bldg. LL, North Haven, CT 06473  
 (Be sure to allow a minimum of 1 week for your registration/payment to arrive via mail.)

**DROP OFF:** GNHAR (see address above), Monday-Friday, 8:30am-4:30pm

**PHONE:** Credit cards only 203-234-3938

**GNHAR MEMBER:**  YES  NO

Please register me for the CNE CERTIFIED NEGOTIATION EXPERT course:

COURSE DATE		COURSE NAME		COURSE FEE
OCTOBER 6 <sup>TH</sup> & 7 <sup>TH</sup> , 2010		CERTIFIED NEGOTIATION EXPERT		
TOTAL PAYMENT AMOUNT				\$
NAME		Daytime Phone		
Address		Home Phone		
City, State Zip		Cell Phone		
E-mail address				
CHECK #			<i>There is a \$25.00 service charge for returned checks on declined credit cards.</i>	
CREDIT CARD	Master Card Account #	VISA Account #		
	Master Card expiration date:	VISA expiration date:		
<i>If payment is made by Credit Card, address should be billing address of card.</i>				
SIGNATURE		DATE		

Negotiation Expertise reserves the right to cancel classes due to insufficient enrollment.

You may cancel IN WRITING up to 72 hours prior to class start date and receive a full refund minus a \$25.00 processing fee.

CLASSES START PROMPTLY – NO ONE WILL BE ADMITTED AFTER CLASS START TIME.

\*All CT CE Certificates and CNE designation certificates will be issued by Negotiation Expertise LLC. #1055

"This professional designation (or certification) is not affiliated with or endorsed by the National Association of REALTORS®."