This course will teach you how to:

- Satisfy the interests of parties involved in the negotiation (without sacrificing yours);
- Develop strategies for identifying and addressing challenges in a principled, transparent manner;
- Maintain a collaborative approach to negotiations; and
- Effectively communicate the consequences of not reaching an agreement.

Learn and apply the CCIM Interest-based Negotiations Model to your most challenging transactions. Learn proven strategies to client acceptance that will get you out of the high/low game and other tactics to avoid derailing a successful transaction.

Interest-based negotiation is a three-step process that brings discipline to your negotiation strategies. It involves identifying:

1. What parties are involved in the negotiation, and what are they seeking;
2. What can we do to get the other parties what they need, so that we can get what we want; and
3. What happens if there is no agreement.

LOCATION:
T Mobile Center Building
Salón González Giusti, Parking Level 2
San Patricio Village

DATE:
Monday, August 5, 2019

TIME:
8:30 A.M. - 5:00 P.M.

INSTRUCTOR:
Peter Barnett, CCIM

TUITION:
Member Rate: $200 / Realtor: $225
Non-Member Rate: $250

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(800) 621-7027, option 2