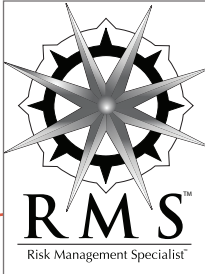


Negotiations


Location:
SDAR'S KEARNY MESA SERVICE CENTER

4845 Ronson Court, San Diego, CA 92111

Instructor:
JACQUELINE OLIVER, ESQ.
REGISTER: www.SDAR.com/education

Also...

Be sure to see the back of this form for...


 PREPAID
Professional
Development
PASS

SINGLE SESSION

Friday, September 6, 2013

9:00 am - 1:00 pm

As a real estate professional, you must continually refine your negotiation skills! Learn through hands-on, practical sessions from a professional mediator how to effectively communicate and negotiate better offers and counteroffers to buyers' and sellers' agents. Help your clients resolve issues during transactions, before they turn to litigation.

TOPICS COVERED

- Improving your negotiating position
- Competitive bargaining
- Do's and Don'ts of negotiations
- Key tactics
- Collective bargaining power
- People vs. Issues

THIS IS A NON-ACCREDITED COURSE
\$42

RMS MEMBERS

\$47.60

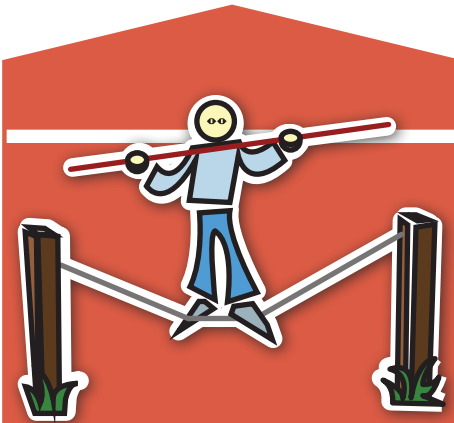
REALTOR® Plus

\$56

SDAR MEMBERS

\$69

ALL OTHERS



With approximately 12,000 members, the Greater San Diego Association of REALTORS® is the largest trade association in the county. Our members adhere to a code of ethics and professional standards above and beyond the norm. We help our members sell more homes. We help people realize the dream of homeownership. And we are dedicated to protecting private property rights.

CONTACT INFORMATION

NAME

PHONE ()

ADDRESS

☐ HOME
☐ OFFICE

CITY/STATE

ZIP

PAYMENT INFORMATION

 \$

☐ CHECK ☐ VISA ☐ M/C ☐ DISCOVER ☐ AMEX

EXP. DATE

AMOUNT

SIGNATURE

By signing, you are confirming that you have read, understand, and agree with our cancellation policy (at right)

MEMBER #


RETURN TO:
Greater San Diego Association of REALTORS®
 4845 Ronson Court, San Diego, CA 92111
 Education@sdar.com

Fax: (858) 715-8088 | Phone: (858) 715-8040

Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date.