

# RISK MANAGEMENT Negotiations

## COURSES

## SDAR'S KEARNY MESA SERVICE CENTER

4845 Ronson Court  
San Diego, CA 92111



### Instructor: JACQUELINE OLIVER

ESQ.

Jacqueline Oliver has been a licensed REALTOR® and educator for more than 30 years. She is an attorney-at-law and a member of the State Bars of California, Nevada, Arizona, and Hawaii. Oliver is a sought-after instructor in real estate law and risk management, as well as a Better Business Bureau certified arbitrator.

This Course Qualifies for Your



See Back Side

## SINGLE SESSION

Wednesday, October 22, 2014  
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**

**REGISTER: [www.SDAR.com/education](http://www.SDAR.com/education)**

### CONTACT INFORMATION

NAME \_\_\_\_\_ PHONE (     ) \_\_\_\_\_

ADDRESS \_\_\_\_\_ ☐ HOME ☐ OFFICE

CITY/STATE/ZIP \_\_\_\_\_ E-MAIL \_\_\_\_\_

### PAYMENT INFORMATION

\_\_\_\_\_ \$ \_\_\_\_\_

☐ CHECK ☐ VISA ☐ M/C ☐ DISCOVER ☐ AMEX EXP. DATE AMOUNT

**\$42**  
RMS Members

**\$47.60**  
REALTOR® Plus

**\$56**  
SDAR MEMBERS

**\$62**  
ALL OTHERS

CLASS ID:  
141022NS

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



By signing, you are confirming that you have read, understand, and agree with our cancellation policy below.

**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.



# SAVE ON CLASSES ALL YEAR LONG!

**Benefit from a Flat Rate for Education**

## Agent Essentials

**Kick-start your real estate career! This program is perfect for new and seasoned agents to sharpen their skills.**

- Includes 5 agent classes (\$200 value)
- Learn the fundamentals of:
  - Business Planning & Goal Setting
  - Building a Successful Business Model
  - Real Estate Sales Techniques
  - Effective Communication
  - Escrow, Title and Lending

**SDAR Members: \$150 Save \$50**  
**Non Members: \$250 Save \$25**

## Continuing Education

**Are you up for license renewal? Earn all of the continuing education (CE) units you need.**

- Attend our Spring or Fall Extravaganza's (\$200 value)  
-Earn 45 CE units in 5 days!
- Free featured monthly class (\$300 value)
- Includes 26 classes
- Earn up to 57 CE units

**SDAR Members: \$250 Save \$250**  
**Non Members: \$500 Save \$250**

## Risk Management Specialist

**Consumers want fast, easy transactions and contracts can take time and get messy.**

**Protect yourself and your transactions by becoming a Risk Management Specialist.**

- Includes 22 classes, such as:
  - Conquering Contracts
  - When in Doubt... Disclose, Disclose, Disclose!
  - 26 Ways to Avoid Lawsuits
- Earn up to 49 CE Units

**SDAR Members: \$700 Save \$470**  
**Non Members: \$1,000 Save \$605**

## Designations & Certifications

**Earn any of the following designations or certifications:**

- ABR- Accredited Buyer Representative
- CID- Certified Condominium Specialist
- MRP- Military Relocation Specialist
- SRES- Seniors Real Estate Specialist
- SRS- Seller Representative Specialist
- SFR- Short Sale & Foreclosure Resource
- Earn up to 52 CE units

**SDAR Members: \$1,000 Save \$265**  
**Non Members: \$1,300**

☐ **Yes, sign me up for the Prepaid Professional Development Pass**

**Choose Your Pass:**

☐ **Agent Essentials**

☐ **Continuing Education**

☐ **Risk Management Specialist**

☐ **Designations & Certifications**

Name: \_\_\_\_\_ Member #: \_\_\_\_\_ Phone: \_\_\_\_\_

Address : \_\_\_\_\_ E-mail: \_\_\_\_\_

**Payment Information:** ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx ☐ Check # \_\_\_\_\_

Card#: \_\_\_\_\_ Exp: \_\_\_\_\_

Amount: \_\_\_\_\_ Signature: \_\_\_\_\_

**Return to SDAR:** 4845 Ronson Court, San Diego, CA 92111 • Email: Education@SDAR.com • Fax: 858 715-8090

**Disclaimer:** Not all classes qualify. Check with member services for class eligibility. Please note: some CE units are pending approval.