



**REALTOR<sup>®</sup> Association**  
**of North West Chicagoland**

www.ranwc.com

**COMMITTED TO OUR MEMBERS'  
 SUCCESS IN THE REAL ESTATE INDUSTRY**

**Date & Location:**

**April 13 & 14, 2010**  
 RANWC Headquarters  
 1114 N. Arlington Hts Rd.  
 Arlington Hts., IL 60004

8:30am-5:00pm  
 (check-in begins at 8:00am)

**Cost:**

**Early Bird (10 days in advance)**  
**\$199 for REALTORS<sup>®</sup>**  
**\$225 for Non-members**

**To register, send form to:**

RANWC- Attn: Education  
 1114 N Arlington Heights Rd.  
 Arlington Heights, IL 60004  
 p: 847/ 506 5030  
 f: 847/ 253 8145  
 Ramona@RANWC.com

**Cancellation Policy:**

All cancellation requests must be received in writing. Requests received prior to 48 hours before class = check refund or class credit. A cancellation fee of \$25 will be assessed for all cancellations/refunds made less than 48 hours before the time of class. No refunds will be issued once the class begins, however a student may choose to reschedule for another class at no additional charge.

Do you have any disabilities that require special accommodations? If so, please identify your needs:

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**Seal the Deal!**

**Become a Certified Negotiations Expert**

*Sponsored by the Illinois Association of REALTORS<sup>®</sup>*

Not a National Association of REALTORS<sup>®</sup> affiliated certification

**In this designation course students will learn about:**

- **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)
- **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

*6 hours of IL Elective CE credit for RB 708 IAR # 2009-162*

**Instructor: Wayne Paprocki**

**\*\*Payment MUST accompany registration!\*\***

**CNE April 13 & 14, 2010**

Name: \_\_\_\_\_ RANWC ID# \_\_\_\_\_

Company Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

<b>Early Bird Rate (before 4/03)</b>	<b>After 4/03</b>
___ \$199 REALTORS <sup>®</sup>	___ \$225 REALTORS <sup>®</sup>
___ \$225 for Non-REALTOR <sup>®</sup>	___ \$250 for Non-REALTOR <sup>®</sup>

\_\_\_ Check payable to "RANWC"

\_\_\_ Credit Card, please circle one: MasterCard    Visa

Credit Card # \_\_\_\_\_

Exp date: \_\_\_\_\_

Cardholder Signature: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**\*\*\*\*\*ALL CONFIRMATIONS WILL BE SENT VIA EMAIL\*\*\*\*\***