



June 22, 2010

Effective Negotiating for Real Estate Professionals.

8:00 to 8:30 AM - Registration
8:30 AM to 5:00 PM - Class

Performance Management Network Course
Also counts as 1 REBAC elective course towards the ABRAE Designation

Flagler County Assoc. of Realtors®
4101 E. Moody Blvd.
Bunnell, FL 32110

Effective negotiating on behalf of others is the hallmark of the buyer's and seller's representatives. This course examines positional bargaining and value negotiating. It also examines unique issues when representing someone in a negotiation and breaking a negotiation impasse.



FEATURING
Ric Giumenta
INSTRUCTOR
CRB, CRS, GRI, e-PRO, ITI

Presented by: Women's Council of REALTORS®
St. Augustine Regional Chapter, Flagler County Chapter, Jacksonville Regional Chapter, West Volusia Chapter
Daytona Beach Area Chapter, Gainesville Chapter

Sponsorships are available, Contact: Missi Howell 904-716-1713
e-mail: MissiHowell@MissiHowell.com

| | <u>Early Bird Registration</u> | <u>After June 15, 2010</u> |
|--------------------|--------------------------------|----------------------------|
| <i>Members</i> | \$100 | \$125 |
| <i>Non Members</i> | \$125 | \$150 |

Name: _____ Name of Your Chapter: _____
 Company Name: _____
 Address _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____ e-mail: _____

Mail Check & Order Form to: Women's Council of REALTORS®
NEED ADDRESS HERE

OR Pay Online with your Credit Card: <http://www.wcrjax.com/htm/Reservations.htm>

Questions/ Information Contact:
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