

MARCH 18, 2019

910 Mt. Kemble Avenue, Morristown, NJ 07960, (973) 425-0110

NCJAR
North Central Jersey Association of REALTORS®

Effective Negotiating For the Real Estate Professional

Improve Your
Effectiveness In Any
Negotiation
Even Under Pressure

Reserve
your spot
today!

Women's Council of
REALTORS®
North Central



Presented By: **Gee Dunsten**, Gee Dunsten Seminars

This course will give you tools and tactics to improve your effectiveness in any negotiation to consistently facilitate the best outcomes for your clients, even under pressure. You'll discover and practice techniques for client counseling and advocacy, as well as the art of influence and persuasion. In addition to the principles and phases of effective negotiation, topics include dealing with deadlock and difficult negotiators, multi-party negotiations, cultural influences and the role of electronics in today's connected world. *Also counts as an ABR elective.*

REGISTRATION - \$151.00

NCJAR & WCR North Central Members \$126

Fax Registration to:
973-425-2590 or email
info@ncjar.com

NAME _____

NRDS# _____

CELL PHONE# _____

EMAIL _____

WHICH WCR CHAPTER ARE YOU A MEMBER OF?

VISA / MC / DISCOVER / AMEX _____

EXP DATE _____

SEC CODE _____

SIGNATURE _____

TODAY'S DATE _____

TOTAL \$\$ _____

By signing above you agree to the following Terms & Conditions. Attendees are required to arrive ON TIME in order to be granted entrance into the class. You must be signed in by the time the class starts. NO EXCEPTIONS! Early departures will not be granted credit. **PLEASE NOTE: THERE WILL BE NO CREDITS/SWAPS/REFUNDS FOR NO SHOWS OR LATE ATTENDEES.** Please allow time for bad weather, accidents, road construction and traffic, etc. when planning your trip. We reserve the right to cancel, postpone, or reschedule a class/event due to insufficient registrations and or inclement weather.

CANCELLATIONS: A \$10 FEE WILL BE ASSESSED.