



# Effective Negotiation Strategies

**Hosted by**  
South Padre Island  
Board of REALTORS®

**When** July 16, 2018

**Where**  
2111 Padre Blvd. Ste. 5  
South Padre Island, Tx 78597

**Class**  
Registration: 8:45am  
9am – 4pm

**Instructor(s)** Mickey Lackey

This is an interactive broadcast course, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor. Contact the course host for more information.

## Registration

Name on TREC license

TREC license #

Primary phone

Email address

### Courses & fees

## Effective Negotiation Strategies

6 hrs. CE, course #31201

\$60

Real estate transactions are all about the art of negotiation. The overall objective of this course is to teach agents how to negotiate to implement collaborative vs. adversarial negotiations, how to ask strategic questions and practice active listening skills to determine critical needs, implement win-win strategies for mutual gain and a fair outcome. Also how to look at transactional issues that can sabotage negotiations and hurt the transaction. Learn what can erode a negotiating and how to avoid them. To effectively communicate to clients what they can expect from a true real estate professional.

### Deadline

Register by 07/09/18 After deadline, add \$5 to registration fee

**Method of payment**  Cash  Check  Money order  Visa  
 MasterCard  Discover  American Express

Name on card

3-digit CSC

Billing address

ZIP

Credit card number

Expiration date

Signature



**TEXAS REALTORS® UNIVERSITY**  
TEXAS ASSOCIATION OF REALTORS®

Provider #0001  
800-873-9155 • education@texasrealtors.com

### CE credit

If seeking CE credit, please bring your real estate license and a valid photo I.D.

### Special services

If you require special accommodations to participate, please let us know at least three days prior to the course and attach a written description of your needs.

### Refund/cancellation policy

No refunds will be issued after July 9, 2018.

## To register

Fill out this form and email  
Lindsey@spirealtors.com

Questions?

Contact Lindsey Martinez  
(956) 772-1940