

# NEGOTIATE TO WIN

CRS ONE DAY COURSE:



## Win-Win Negotiation Techniques

8 KS CE Hours Provided  
8 CRS Hours Provided  
Additional CRS Course in KC on 3/1/18

Discounted hotel rooms available at Fairfield Inn Manhattan.  
Call 785.539.2400 & use code MMAR to reserve.

Wednesday, February 28, 2018  
8:00 am – 5:00 pm

Co-Hosted By:  
Manhattan Association of REALTORS® &  
Kansas Residential Real Estate Council

Registration Cost\*: \$125

\*CRS Designated REALTORS receive a 10% discount

Lunch Included

Course Location:  
The Wareham  
410 Poyntz Avenue  
Manhattan, KS 66502

To successfully represent and satisfy their customers, agents must be effective negotiators. In fact, the NAR Profile of Home Buyers and Sellers reports that 87% of buyers identified negotiation skills as a very important quality for their real estate agents. Since another key element of success is developing and sustaining relationships, agents must consider not only the outcome of a negotiation but also their rapport with the other party. This new CRS One-Day Course provides negotiation strategies that enable you to achieve mutually satisfying results rather than haggling over issues that can derail transactions. Through highly-interactive role playing activities, you will develop and practice scripts that can prepare you to successfully negotiate with all parties in a transaction.

Upon the successful completion of this course, the student will be able to:

- Establish and maintain rapport with other parties in a negotiation
- Learn about other parties' needs and identify their interests
- Effectively prepare for negotiations by exploring actionable solutions and creating a game plan
- Respond more effectively to issues that commonly arise during your transactions

**ABOUT RRC** The Residential Specialist Council is the largest not-for-profit affiliate of the National Association of REALTORS®. We are a professional network of over 30,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities. RRC also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.

Register Here by Tuesday, February 20th:

<https://crs.com/learn/education-catalog/ViewClass.aspx?ClassID=12787>



For more information on other CRS courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit [www.crs.com](http://www.crs.com).