



Effective Negotiating, (#315) Communicating and Consulting

Class provided by AAR and the West Maricopa
County Regional Association of REALTORS®

August 8, 2008



Students will:

- ❖ Learn communication, negotiation and consulting skills
- ❖ Learn to adapt style/message
- ❖ Fine-tune these skills and learn to build relationships – not just sell houses
- ❖ Learn practical applications in negotiating offers to a successful conclusion
- ❖ Learn how to see and react to the "not so obvious"

Student Quotes:

"I now feel I can negotiate with confidence and not be afraid of negotiations"

"I have better techniques in qualifying buyers and sellers and understand the psychology in a win-win negotiating process."

"I feel I am better able to read clients and their body language."

Where: WeMAR's Sun City Classroom
10451 W. Palmeras #203-N
Sun City, Az. 85373

Time: 8:00 a.m. – 5:00 p.m. (registration begins at 7:30a.m.)

License Renewal Hours: 6-general

Instructor: David Compton

Payment: Must accompany registration form. Fax credit card registrations to 623-974-3789. At-door registrations will be accepted on a space available basis. \$20.00 fee charged on returned checks.

Cancellation: Fees will be refunded, less a \$20.00 service charge, if written notification is received one week prior to the class -- after that, no refunds will be given.

Questions regarding this class: Contact Melody Hoover at 623-931-9294.

Students have five years to complete the program from the date of their first class. Only REALTORS® and REALTOR ASSOCIATES® are eligible to hold the GRI designation. For additional information regarding the GRI requirements, contact AAR at 602-248-7787 or 1-800-426-7274.

Name: _____ Nickname: _____ NRDS# _____

Firm Name/ Mailing Address: _____

City, State, Zip Code: _____

Phone: _____ Cell: _____ e-Mail: _____

Name of local association: _____

Number of years in real estate: Less than 1 year 1-3 years 3-10 years over 10 years

I have a disability that requires special accommodations

Check here if you do not want to receive GRI course calendars/updates via e-mail

This is my last GRI class This is my first GRI class (\$25.00 application fee due)

Fees (circle all that apply)

\$70.00 (until 07/25/08)

\$90.00 (After 07/25/08)

\$25.00 (GRI application fee – 1st class only)

\$30.00 (GRI designee)

Amt. Paid: \$ _____

Method of Payment

Check (# _____) or Cash \$ _____

Credit card type: AMEX Discover MC VISA

CC# _____

Expiration Date: _____

Signature: _____

Send payment to: West Maricopa County Regional Association of REALTORS® 10451 W. Palmeras #203-N
Sun City, Az. 85373 Attn: Melody Hoover FAX #623-974-3789

The GRI designee is the best prepared and most knowledgeable Arizona real estate practitioner.