

Real Estate Negotiation Expert September 24-25, 2018 Gillette, WY

Real Estate Investing September 26, 2018 Gillette, WY



Two-Day Real Estate Negotiation Expert (RENE) Certification (16CE)

This new 2-day Course is an interactive experience to help negotiators elevate their game! The course examines all types of negotiation formats and methods so that today's negotiators can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can provide effective results for their client.

The second day of the course focuses on real - world field scenarios to help negotiators apply the power tools, techniques and tactics learned on the first day.

Understanding the tactics and techniques is one thing, but learning how to recognize them being done and using them effectively requires practice. These field scenarios provide the foundational experience and practice negotiators need to master so they can effectively advocate for their clients.

The Power Negotiator's Playbook is:

- in preparation,
- being open to options,
- knowing how to effectively work with tradeoffs,
- knowing how to compromise without giving essential components away,
- and reaching a resolution that your client can find acceptable

You will soon realize that the "win-win" objective is merely a perception. Power comes from leveraging your options and alternatives so that the client has the best possible choices to consider and knows what the downside could be for each choice presented.



One Day Real Estate Investing: Build Wealth Certification (8CE)

Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself covers the fundamentals of real estate investment that practitioners need to know to expand their business services.

The one-day course looks at how practitioners can adapt core real estate skills and learn new skills to serve clients who want to invest in single family homes, condos, townhomes, and small multifamily properties.

You will learn how to work with investors as they goal set, plan, evaluate, and acquire properties as well as manage them. You will also learn how to "walk the talk" and become a real estate investor yourself.

Topics to be covered during the course:

1. Why Invest in Real Estate?
2. Making the Purchase Decision
3. Working with Investor Clients
4. Financing Options and Tax Issues
5. Owning the Property
6. Investing as a Real Estate Professional

**DON'T MISS OUT!
2 Certifications
2 Classes/ 3 Days
and 24 CE Credits
for only \$150.00**

A BIG "Thank You" to the Wyoming Real Estate Commission for co-sponsoring these courses! Their assistance has allowed us to offer the classes at half the cost to all Wyoming Licensees!

WYOMING REAL ESTATE
COMMISSION & CERTIFIED APPRAISER BOARD

Registration Form

RENE 2-Day Course
September 24-25, 2018



Real Estate Investing
September 26, 2018

Hosted By: NEW REALTOR Alliance & Wyoming R.E. Commission
1901 Energy Court, Ste. 155 ~ Gillette, WY 82718

Choose an option:

OPTION 1:

Real Estate Negotiation
Expert Certification
ONLY

- Wyoming Licensees:**
\$ 120.00
- All Others:**
\$170.00
- Printed Book:**
\$10.00

OPTION 2:

Real Estate Investing:
Build Wealth Certification
ONLY

- Wyoming Licensees:**
\$ 60.00
- All Others:**
\$85.00
- Printed Manual:**
\$7.00

OPTION 3:

BOTH the
Real Estate Negotiation &
Real Estate Investing Courses

- Wyoming Licensees:**
\$ 150.00
- All Others:**
\$255.00
- Printed Manual:**
\$17.00

Note:

If you do not choose a printed class manual. A PDF version will be emailed to you the morning of the class.



Class: \$ _____ + Printed Manual \$ _____ = Total \$ _____

NEW Realtor Alliance:
• 1901 Energy Ct. Ste 155
Gillette, WY 82718
• newra@vcn.com

Registration Information:

Name: _____ Company: _____

Address: _____ Phone: _____

City: _____ State: _____ Zip: _____ NRDS#: _____

License #: _____ Email: _____

Check - Please make check payable to: **NEWRA**

Credit Card -

Name: _____ Expires: _____ CSC: _____

Card Number: _____ Billing Zip: _____

Signature: _____

A receipt will be emailed to the address listed above.

CANCELLATION POLICY:

Registrations cancelled before Sept. 19, 2018 will receive a full refund.

No refunds will be given after Sept. 19, 2018.

Contact **Northeast Wyoming REALTOR Alliance** for more information
or to register today at 307.682.2789 or newra@vcn.com.