

Real Estate Negotiation Expert (RENE) Certification

March 23 and 24



Instructor: Terry Watson

Terry is the “AHA guy” who makes people, companies and organizations large and small aware of the conscious and unconscious ways they sabotage their businesses and their lives. He is also a CSP, Certified Speaking Professional. Fewer than 10 percent of the speakers who belong to the Global Speakers Federation (GSF) hold this professional designation.

This new two-day course is an interactive experience to help negotiators elevate their game. On Day 1, a full spectrum of tips, tools, techniques and advantages will be covered so negotiators can get effective results for their client. On Day 2, members will have the opportunity to put them into use in real-world field scenarios. Understanding the tactics and techniques is one thing, but learning how to recognize them 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.

What you will learn:

- How to prepare for a negotiation
- How to effectively work with trade-offs
- How to compromise without giving essential components away
- How to reach a resolution that your client can find acceptable

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

Date: March 23 & 24, 2017

Time: 8:30 a.m.–4:30 p.m. daily

Where: St. Louis REALTORS®
Conference Center
12777 Olive Blvd.
St. Louis, MO 63141

Cost: Early Bird - \$295
After March 15 - \$345

CLASS WORTH 9 HOURS ELECTIVE CE CREDIT

Instructor: Terry Watson
(terrywatson.com)

Questions? Contact Karen Dunn at
314.576.0033 or kdunn@stlrealtors.com

Register Today!

www.stlrealtors.com/rene



SPONSORED BY:

For more information about Investors Tile Company, please contact

Diana Davis – 314-477-8004 or davidd@investors-title.com

Debbie Ruocco – 314-276-8039 or druocco@investors-title.com

Cindy Hughes – 314-456-9951 or chughes@investors-title.com



REGISTRATION FORM

REAL ESTATE NEGOTIATION EXPERT(RENE)

Name (please print) _____

Signature _____ Date Signed _____

Home Address _____ City _____

State & Zip Code _____ Day Phone _____ Fax _____

Email Address _____

☐ Please check here if you have a disability that will require special services at this course and attach a description of your needs.

Payment Submitted*: ☐ \$299 (Now through March 14) ☐ \$345 (On and after March 15 and walk-ins)

** Submit the Application with non-refundable \$159 one-time credentialing fee (there are no recurring annual dues or membership). Please do not submit the application and fee until all required coursework is completed.*

Payment

☐ Check Enclosed (Made payable to St. Louis REALTORS®)

☐ Credit Card (select one below)

☐ Visa

☐ MasterCard

☐ Discover

☐ Amex

Credit Card # _____ Exp. Date _____

Card Holder Signature _____

MAIL OR FAX REGISTRATION FORM

Attn: Education Department

St. Louis REALTORS®

St. Louis, MO 63141-6210

FAX: 314-576-7143

For questions contact the Education Department at 314.590.2312 or kdunn@stlrealtors.com.