

TWO-DAY COURSE



Win-Win Negotiation Techniques

Approved for Module 7

RRC Member Pricing - \$99
Regular Pricing - \$129

Dec. 1 & 2, 2020
9:30 a.m. – 12:30 p.m.
(4hr blocks)

Presented by
Delaware Association of
REALTORS®
Course location:
Virtual Classroom

info@delawarerealtor.com
800-462-8841
www.crs.com



To successfully represent and satisfy their customers, agents must be effective negotiators. In fact, the most recent 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 negotiation but also their rapport with the other party. This 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, including clients, other agents, and service providers.

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

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

Individuals who take this course will earn 8 credit hours toward the CRS Designation.

[Click Here to Register](#)
[Or call CRS at 800-462-8841](#)

About

The Residential Real Estate Council is the largest not-for-profit affiliate of the National Association of REALTORS®.

With more than 34,000 agents, the Council is the leading education and networking organization for residential real estate agents.

It also awards the prestigious Certified Residential Specialist Designation® to top-producing REALTORS® who meet education, experience and transaction requirements.

Learn more about the Residential Real Estate Council and how the organization can help you today.

CRS.com



For more information on other RRC courses or obtaining the CRS Designation, the premier designation for residential real estate professionals, visit CRS.com.