



2017 Professional Development Session

...Helping our Member REALTORS® Succeed



Course Registration Form

PD.07.2017

CNE® 1 Certified Negotiation Expert Designation – Core Concepts



When taking the CNE® courses you will earn a designation with any one of the three (two days each) CNE® courses, and will receive a certificate for each of them. Once you complete all three courses, you will earn the Master Certified Negotiation Expert (MCNE®) designation.

Gain expert skills in negotiations and increase your competitive edge in the marketplace.

THIS IS A POWERFUL DESIGNATION!

Learn how to deliver exceptional experiences and outstanding results. You'll learn:

- Competitive Win-Lose Hard Bargaining vs. Collaborative Win-Win Negotiating
- Psychology of Buying
- Persuasion Principles
- CNE Model and Planning Guide
- Case Studies
- Skill Practice
- Group Discussion Topics
- Innovative and creative approaches will help take your business to new levels.

NOTE: Course material will be supplied via PDF. For those wishing to purchase a hard copy manual, please email oliver@thenatureofrealestate.com.

→ Course Instructor:



Suze Cumming

Instructor Suze Cumming is a 30-year industry elder with a diverse tribe of highly successful REALTORS®. Her highly successful Certified Negotiation Expert courses are the most popular in Canada with over 2,500 graduates in less than three years.

→ Registration Details:



Where: Ottawa Real Estate Board, 1826 Woodward Drive

When: October 2-3, 2017 | 9:30 AM - 4:00 PM (lunch incl. both days)

Cost: \$329 + HST (= \$371.77) – OREB Members } →

\$329 + HST (= \$371.77) – Other Board/Association Members

\$400 + HST (= \$452.00) – Other Industry Professionals



As a Non-Member I understand that my credit card will be charged the amount as selected above.

Name		Email	
Company/Board/Association		Telephone	
Payment By:	<input type="checkbox"/> VISA	<input type="checkbox"/> MasterCard	
	Credit Card No.		Exp. Date
Cardholder		Signature	

Fax completed form to: 613-225-6420; or, fill-in typeable form, save and email or scan and email to Kelly@oreb.ca

OREB Member Registration



To register,

go to the **Dashboard**,

• Click on **Pay My Bill**,

• Click on **View/Register Education Courses**.

Registration Deadline:

September 25th, 2017

Cancellation Deadline:

September 24th, 2017

Cancellation Policy: We will provide refunds less a \$50 admin fee for cancellations prior to September 24, 2017. No refunds after September 24, 2017. Cancellations must be in writing to Kelly@oreb.ca. You will receive a confirmation email.