



2017 Professional Development Session

...Helping our Member REALTORS® Succeed



Course Registration Form

PD.07.2017

CNE® 2 Certified Negotiation Expert Designation – Buyer's Suite



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.

Advanced Negotiation Techniques for Buyer's Salespeople – October 4, 2017 (9:30 AM-4:00 PM) Lunch provided

- Learn how to manage emotions in negotiations
- Identify the key emotional factors that can derail a negotiation
- Manage these factors effectively throughout the negotiation on both sides of the table
- Discover how to create value in a real estate negotiation for the buyer
- Learn how to claim value in a real estate negotiation for the buyer
- Identify how to handle irrational negotiators on both sides of the table
- Learn how to negotiate effectively from a position of weakness on the buyer's side of the table
- Discover how to handle the most difficult negotiations in real estate both WITH the buyer and FOR the buyer
- Establish how you can understand the persuasion cycle and apply advanced persuasion techniques

Mastering Email Negotiations in Real Estate – October 5, 2017 (9:30 AM-4:00 PM) Lunch provided

- Confidently know when to use emails vs. face-to-face or phone for negotiations
- Effectively negotiate contracts and conversations via email with anyone
- Organize and write emails for maximum persuasiveness
- Reduce or eliminate being misunderstood in emails
- Close more deals using email negotiation

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 4-5, 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 28th, 2017

Cancellation Deadline:
September 27th, 2017

Cancellation Policy: We will provide refunds less a \$50 admin fee for cancellations prior to September 27, 2017. No refunds after September 27, 2017. Cancellations must be in writing to Kelly@oreb.ca. You will receive a confirmation email.