



OREB EDUCATION

2017 Professional Development Series

Enhancing Our Members' Professional Development



PD 03 2017

Certified Negotiation Expert (CNE1®) Designation

Earn the CNE1® Designation at this dynamic 2-day course!

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.

Cancellation Policy: We will provide refunds less a \$50 admin fee for cancellations prior to April 20, 2017. No refunds after April 19, 2017. Cancellations must be in writing to Kelly@oreb.ca.

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

Date: April 27 & 28, 2017
Time: 9:30 AM – 4:00 PM both days (lunch included)
Cost: \$329 + HST (OREB & Board/Association Members)
\$379 + HST (Non-Board/Association Members)
Location: Ottawa Real Estate Board, 1826 Woodward Drive, Ottawa



PAYMENT

OREB Members: To register go to the Dashboard; Click on Pay My Bill Plus; Click on View/Register Education Programs then All Courses.

Non OREB Members:

- I am a member of Board/Association and I understand that my credit card will be charged \$329+HST.
- I am a Non-Member of a Board/Association and I understand that my credit card will be charged \$379+HST.

Credit Card Info:

Name: Email:
Company: Telephone:
Payment By: VISA MasterCard Credit Card No. Exp. Date.....
Cardholder Name: Signature: