

**Earn Your CNE Designation**  
**“Certified Negotiation Expert”**  
**14 Hours of CE in 2 Power Packed Days**

Presented by:  
 The Youngstown Columbiana Association of REALTORS®

**Instructor: Alec Hagerty**

“Everything in Real Estate Revolves Around Negotiation”  
 Negotiation is universal. The CNE designation is undoubtedly the most relevant designation to help REALTORS® and their clients thrive in today’s market.

- Benefits of Professional Negotiation**
- More Confidence in Negotiations
  - Knowing How to Get More and Give Less
  - Fewer/No Deadlocks or Lost Deals
  - Knowing How to Get Important Info
  - Better Control Over Desired Outcomes
  - Knowing How to Plan for Success
  - More Persuasive with Others
  - Co-Broking Agents and Their Clients
  - Better Trust Based Relationships

- Negotiation Training Content**
- Negotiation Basics
  - Types of Negotiators
  - Competitive Negotiations
  - Collaborative Negotiations
  - Psychology of Buying
  - Win-Win Negotiation Model
  - Power/Emotion/Deadlocks
  - Real Estate Negotiation Case Studies
  - Agent Dilemma Game

**WHEN:**                      **Thursday, August 20th**  
    **Friday, August 21st**

**WHERE:**                      **YCAR Office, 5405 Market St.**

**TIME:**                        **8:30 a.m. to 4:30 p.m. both days (1 Hr. lunch)**

**CLASS SIZE:**              **Limited to the first 27 registrants**

**INVESTMENT:**            **\$198.00 YCAR Members**  
    **\$210.00 Non-Members**

**Payment Must Accompany Reservation by 8/10/09 or a \$30.00 late fee will be added!**

**The registration form below must be filled out by each attendee and mailed or faxed to the YCAR office prior to the course!**

Name \_\_\_\_\_ Phone Number: \_\_\_\_\_  
 Company \_\_\_\_\_ File Number \_\_\_\_\_  
 Address \_\_\_\_\_  
 E-mail \_\_\_\_\_

I understand if I am a “no show” for this course no money will be refunded and I will be charged a \$50.00 fee!

Return to: Youngstown Columbiana Association of REALTORS®, 5405 Market St., Yo., OH 44512  
 FAX: 330-788-4329

**Support Your Affiliates Who Support Your Local REALTOR® Association or It’s Gonna Cost YOU!!!**