

Negotiations 301
December 2 via Zoom Live webinar

Dec 2nd 12:30-3:45 pm Negotiations 301


Class Location: Live online via zoom

Registration also on <http://www.wcarmn.com>

In this 3.75 hour class, agents will be exposed to negotiating in a sellers market. Markets shift and so should the agents response. When the market is flooded with competing buyers, the seller feels like they are in control. Many times, buyers feel helpless and think the offering price is their only negotiating tool. Well-trained associates can position their clients offers in a manner to get a win-win solution for all and not rely only on price.

This is a hybrid class with the instructor being at Greater Lakes Associations and Zoom link will be sent out 24 hours prior to class. Cameras must remain on and student must remain visible, showing property or doing other business during class is not allowed per the DOCs requirements for CE.

Minnesota Commissioner of Commerce approved for 3.75 hour Real Estate CE

<p>Name _____</p> <p>Company _____</p> <p>City _____</p> <p>Email _____</p> <p>License # _____</p> 	<p>Dec 2 12:00 – 3:45 pm – Via Zoom</p> <p>_____ \$35 if registered before Nov 24</p> <p>_____ \$40 after Nov 24</p> <p>Instructor: Mike Brennan</p> <p>Payment Required with registration</p> <p style="text-align: center;">No Refunds Given</p>
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