



# CERTIFIED NEGOTIATION EXPERT

REAL ESTATE DESIGNATION COURSE  
(12 HOURS CONTINUING EDUCATION CREDIT)

DATE: Thursday & Friday, April 25-26, 2019  
TIME: 9:00 am to 3:30 pm (both days, lunch provided)  
LOCATION: Cache Valley Association Office  
COST: \$299 per student (\$359 late registration after March 30)

## INSTRUCTORS: REAL ESTATE NEGOTIATION INSTITUTE

RENI utilizes leading edge research and professional negotiation theory in all course offerings. Each course is designed to help real estate professionals achieve better results and protection for their clients in different real estate negotiation situations.

## COURSE: NEGOTIATION CORE CONCEPTS

This course was developed over 10 years ago based on the best research and resources in business negotiation and is one of the top designations in real estate.

- Competitive win-lose hard bargaining vs. collaborative win-win negotiation
- Psychology of Buying – learn how the brain makes purchase decisions
- Persuasion principles that increase your success rate at influencing others
- Case Study Review – practical application of real estate negotiations

## REGISTRATION:

Registration is now open for this course by calling the CVAR at (435)753-1044 or using the [MEMBER PORTAL](#). Seating is limited and payment plans are available.

*Agents who attend this course (or who completed this course in 2018) and who successfully complete the Advanced CNE course offered in August 2019 will be eligible to receive their **MASTER CNE** designation. For more details, contact the Association Office.*