

Certified Negotiation Expert CNE® Designation Course



Date:

March 16 & 17, 2015

Time:

9:30am to 4:00pm: Both days

Location:

REALTORS® Association Auditorium
14220-112 Avenue, Edmonton

Cost: (Includes GST & Lunch)

Members: \$357.00

Non-Members: \$493.50

Register By:

March 9, 2015

The superior negotiation skills you will develop through this dynamic two-day certification course will allow you to close more deals, create better outcomes for your clients, win more listings and earn more repeat and referral business.

Attendees will:

- Gain expert skills in negotiation
- Increase their competitive advantage in the marketplace
- Become some of the first few in Canada to earn this exceptional designation
- Join over 30,000 graduates in North America

This certification course now offers Canadian content to suit our nation's unique industry in these areas:

- Competitive win-lose hard bargaining vs. collaborating win-win negotiating
- Psychology of buying
- Persuasion principles
- CNE model and planning guide
- Case studies
- Skill practice
- Group discussion topics

Walk-ins will not be accommodated due to catering arrangements.

Instructor Bio:

Suze Cumming, PPC

Suze possesses a winning combination of extensive real estate experience, exceptional coaching skills and passion for teaching. She has played a key role in helping hundreds of agents create effective real estate practices that surpass their expectations in terms of commissions earned as well as lifestyle lived. She began her career in real estate in 1985 at the tender age of 21 and has been a certified professional coach since 2007. Her broad knowledge and experience, both in and out of the real estate industry, work collectively to create a powerful experience for her teams at The Nature of Real Estate and The Real Estate Negotiation Institute as well as for their clients.



REALTORS®
Association of
Edmonton

CNE
CERTIFIED NEGOTIATION EXPERT



Course Registration Form

STUDENT INFORMATION

STUDENT	Last Name	First Name
COMPANY		
COMPANY ADDRESS	Street or Box Number	Town/City Postal Code
PHONE	Business	Cellular
FAX	E-mail	

REGISTRATION INFORMATION

COURSE	Course Name	Course Date	Course Cost
COURSE	Course name	Course Date	Course Cost
TOTAL \$			

PAYMENT INFORMATION

- VISA
 MasterCard
 American Express
 Cheque (not post-dated)
 Debit

*Please note, your registration must be mailed or faxed in.
Telephone registrations will not be accepted.
Make cheques payable to the REALTORS® Association of Edmonton.*

Name of Cardholder (please print)
Card Number Expiry Date
Authorized Signature

E-MAIL OR FAX REGISTRATION TO

REALTORS® Association of Edmonton
Attention: Education Department
780-451-6287
education@ereb.com

MAIL REGISTRATION FORM TO

REALTORS® Association of Edmonton
Attention: Education Department
14220 112 Avenue
Edmonton, AB T5M 2T8

REGISTRATION POLICY

- Payment and any and all forms (if necessary) must accompany registration form, or it will not be accepted. Prices include GST.
- Only registrations with credit card payments can be faxed to REALTORS® Association Education Department at 780-451-6287. If faxed to any other number, we cannot guarantee your registration.
- Cancellations must be in writing and received 48 hours in advance of course commencing. Those who will not be attending must apply in writing for a refund which shall be the net amount after deducting an administration fee totaling 15% of course fee and other expenses incurred, if applicable. Course fee is non-transferable.
- A receipt will be provided at time of registration. A reminder will be e-mailed approximately five days prior to class, 48 hours for Computer Education
- The REALTORS® Association of Edmonton reserves the right to cancel courses. Space is limited and prices are subject to change.
- Other Board Members: Member rates will apply, providing the following is attached to this registration:
 - Written confirmation of membership from your Board.
 - Board Name: _____

Member rates as advertised for professional development and education courses apply to all REALTORS® (from Edmonton and other Boards) and employees of REALTORS® Association of Edmonton Members. Non-Member rates apply to those licensed to sell real estate by their provincial authority. Confirmation of your status must be provided. Courses are not available to members of the public.