

Earn your RENE today, add some power plays to your arsenal and learn new skills, techniques and tips to elevate your game!

RENE

Real Estate NEGOTIATION EXPERT

Certified for 12 elective CE hours!

**May 10-11, 2018
8:00 a.m. - 5:00 p.m.
Japanese Cultural Center
Instructor: John Mayfield**

Real Estate Negotiation Expert Course

This 2-day Course is an interactive experience to help negotiators elevate their game! You will examine all types of negotiation formats and methods so that you can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can provide effective results for their client. The 2nd day of the course focuses on real-world field scenarios to help negotiators apply the power tools, techniques and tactics learned on the first day. Understanding the tactics and techniques is one thing, but learning how to recognize them being done and using them effectively requires practice. These field scenarios provide the foundational experience and practice negotiators need to master so they can effectively advocate for their clients.

Earn the RENE Certification in 3 simple steps!

1

Complete the course.

2

Maintain active REALTOR® membership.

3

Submit application with \$159 one-time credentialing fee. No annual dues.



Instructor, John Mayfield - "The Business Tech Guy"

John Mayfield is a best-selling author, and creator of the 5-Minute Series for real estate professionals. Obtaining his real estate license at the age of 18, John worked his way from salesperson, to manager, to owning and running a successful multi-office real estate company in southeast Missouri. John holds a Masters Degree in Real Estate Studies through REALTOR® University, and was honored to have his thesis paper selected and published in the *Journal of the Center for Real Estate Studies* for REALTOR® University. John also served as the 2010 National President for the Council of Real Estate Brokerage Managers.



RENE Certification Course

Registration Form

Register online at: www.HawaiiREALTORS.com

Registration Deadline: May 1, 2018

- \$350.00 Hawaii REBI Chapter Members
- \$375.00 Non-Member

**___ Add CE processing fee \$10
12 elective CE credits**

Total: \$ _____ Call me for credit card payment information.

Registrations include continental breakfast & networking lunch.

Student Information (please complete):

Name: _____ Name for badge: _____

Company: _____ Phone: _____

Company Address: _____

Street No.

Apt. #

City

State

Zip

Email: _____

NRDS# _____ Real Estate License # _____

I require vegetarian meals.

Cancellation Policy: *Cancellations received by the May 1st deadline will receive a 90% refund of your paid tuition. No cancellations after the deadline.*

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