



# Real Estate Negotiation Expert

## Course Description

Real Estate Negotiation Expert (RENE) is the FIRST and ONLY negotiating certification recognized by the National Association of REALTORS®. This two-day course is an interactive experience to help negotiators elevate their game! ■ **Session 1, The Power Negotiator’s Playbook**, examines all types of negotiation formats and methods so that today’s negotiators can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can deliver effective results for their clients. ■ **Session 2, Advanced Field Negotiations**, focuses on real-world field scenarios to help negotiators apply the powerful practices, procedures and techniques 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.

### HOW TO EARN

- ✓ Be a member in good standing with the National Association of REALTORS®
- ✓ Complete course (Session 1 “The Power Negotiator’s Playbook” & Session 2 “Advanced Field Negotiations”)
- ✓ Submit the Application with non-refundable \$159 one-time credentialing fee (no recurring annual dues or membership)
- ✓ The ABR®, CRB® and SRS® designations recognize RENE as an approved elective

## Dates

- ☐ **March 2 & 3 2023**  
9:00am - 5:00pm  
In-Person  
Instructor: Jody O’Brien, ABR, CRB, GRI, SRS
- GBAR Training Center  
68 Main St  
Reading, MA 01867

## Continuing Education Credits

2 MA CE credits offered:  
**Offers (RE35RC03)**

## REGISTRATION\*

GBAR Member: \$225  Non-Member: \$250

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email\*: \_\_\_\_\_

(\*confirmations are sent via email)

Check Enclosed (made payable to GBAR)

MasterCard  Amex  VISA  Discover

Total Amount Due: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Card Number: \_\_\_\_\_

Expiration: \_\_\_\_\_

Mail: GBAR, Three Center Plaza, Mezzanine Suite, Boston, MA 02108

Fax: 617.812.5941

Questions & Cancellation Policy: contact Victoria Fraser, [vfraser@gbreb.com](mailto:vfraser@gbreb.com) 617-399-7859

Other GBAR courses are available at [www.gbar.org](http://www.gbar.org) \*All dates, locations, and topics subject to change.

