

Passaic County Board of REALTORS®
Professional Development Committee Present:

Successful Negotiating

*Approach Negotiations with Confidence; Understand the
Process and the Steps of a Successful Negotiation*

2009 NAR survey of Home buyers and sellers show 29% of buyers are looking for help in negotiating from their real estate agent.

The seminar will also discuss:

- our obligation to negotiate,
- the importance of gathering information for a successful negotiation (as well as how and when to get that information),
- how to develop a negotiation strategy,
- getting a deal back on track,
- the importance of the style of the parties involved
- measuring the success of a negotiation

Thursday, March 18, 2010
9:30 – 11:30 am
Passaic County Board office
204 Berdan Avenue, Wayne, New Jersey 07470

Register online at www.pcbor.com

Complimentary to Members
Non PCBOR® REALTORS®: \$20.00
Non-Affiliate Members: \$70.00