

Greater Harrisburg



REALTORS®  
INSTITUTE

# GETTING TO YES: NEGOTIATING ON BEHALF OF YOUR CLIENT

**Instructor: Melanie McLane**

ABR, CRS, CDEI, E-Pro, GRI, RAA, RSPS, SRES, SRS

*Approved for 3.5 hours PA Real Estate Continuing Education  
Credit for the 2008-2010 cycle*

**Date:**

Thursday, April 15, 2010

**Place:**

GHAR Office  
424 N. Enola Drive, Suite 1  
Enola, PA 17025

**Time:**

**1:00 p.m.—4:30 p.m.**  
*Registration opens 30  
minutes before class start  
time.*

**Cost: \$45.00**

**REGISTER:**

Phone: 717-364-3205  
Fax: 717-364-3206

**MEMBERS ONLY:** Register  
online at [www.ghar.info](http://www.ghar.info)

**Participants will:**

- Identify opportunities for negotiation in the typical real estate transaction
- Fiduciary duties under RELRA and the REALTOR® Code of Ethics as it applies to agents
- Understanding “Win/Win” and how to get to this position with clients
- Structure a negotiating strategy with clients by consulting with the client regarding their goals for the negotiation
- Use strategies to help clients focus on their position
- Use techniques learned in class to negotiate
- Understand what items, by law, are **non-negotiable**.
- Discuss problems found during home inspection.

***REGISTRATION CLOSSES AT CLASS START TIME,  
AND YOU MUST BE SEATED AT THAT TIME IN ORDER  
TO RECEIVE CONTINUING EDUCATION CREDIT  
FOR THE COURSE.***

NOTE: At the time a GHAR member registers for a class, he assumes payment responsibility for that class. GHAR members may pay tuition (class fees) at the door. **Non-members must pay at time of registration** Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins.

In order to better accommodate your needs, please be sure to notify us in advance, if you have any disability which will require special auxiliary aids and/or services at this event. Payments to the Greater Harrisburg Association of REALTORS® are not deductible as charitable contributions for Federal Income Tax purposes; however, such payments may be deductible as ordinary and necessary business expenses.

**Start earning your CE credits today. The current cycle ends May 31, 2010!**