



# nerej

## **CCIM Institute's work shop - August 21-22nd**

August 07, 2008 - Front Section

Due to the success of this program across the country, space is extremely limited!

Developed exclusively for CCIM and offered through the Robert L. Ward Center for Real Estate Studies, this two-day Advanced Negotiation Workshop is designed to equip you with negotiation skills unmatched in the commercial real estate industry. Session topics include:

- \*Â Advanced negotiation theories
- \*Â Stakeholder interest analysis
- \*Â Tactics on presenting offers
- \*Â Strategies to client acceptance
- \*Â Understanding risk and imposing consequences
- \*Â Ways to present counter offers and closing techniques
- \*Â How to create negotiation frameworks
- \*Â Techniques designed to mediate "difficult people"

You'll also receive a complimentary copy of the CCIM Negotiating Model software, an interactive program that assists you in achieving your negotiation goals. This software, valued at \$250, will be used as part of the two-day workshop and will also serve you as a reference tool for future negotiations.

"I found CCIM's Advanced Negotiation Workshop to be one of the best courses I have taken in 30 years in the real estate business. As a matter of fact, I used some of the basic principles on my first day back to work after the class. I really feel that I was able to use the information learned to solidify my position, while better understanding and identifying the needs of all parties." said Jerry Jackson, CCIM

Jerry Jackson Real Estate Services.

Havelock, NC

"CCIM's Advanced Negotiation Workshop is valuable because of the practical application experience it provides. Anyone who negotiates on a regular basis, regardless of longevity or skill set, will benefit from the hands-on practice this course provides. I highly recommend this workshop!"

Debby Andresen

Real Estate Â Facilities Department

Lease Compliance and Information Management Group

T-Mobile

Bellevue, WA

"CCIM's Advanced Negotiation Workshop provides a tool for actually putting into practice an interest-based negotiating plan instead of using the high-low game that so often is adversarial, competitive and results in bruised feelings and lost relationships. I came away positive about what I learned and its applicability to my work-a-day world."

Lee Chastain, CCIM  
Chastain & Company, Inc.  
Jacksonville, FL

**TUITION:**

\$950 New England CCIM Chapter Member Rate & Candidate rate

\$1,075 CCIM's

\$1,250 Non Members

**NECCIM CHAPTER MEMBERS PLEASE NOTE:** the \$125 discount will be reimbursed to you once you have completed the course. & This means you will have to pay the full \$1,075 when you register for the course. & Once you complete the course the NECCIM chapter will send you a check for \$125.

**COURSE SCHEDULE:**

This two-day workshop will run from 8:30 am to 5 pm each day, with continental breakfast and lunch provided.

**RECOMMENDED LODGING:**

Hilton Garden Inn  
5 Wheeler Road  
Burlington, MA 01803  
781-272-8801

Reduced rate for attendees at \$129.00 per night.

**IMPORTANT:** Please bring your laptop computer to the session as you will need it to access the provided software.

**TO REGISTER ONLINE OR FOR MORE INFORMATION:**

[http://www.ccim.com/education/ccim\\_education/negotiation\\_workshops.html](http://www.ccim.com/education/ccim_education/negotiation_workshops.html)

or call (800) 621-7027.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540