

Hunterdon/Somerset Association of REALTORS®
And
North Central Jersey Association of REALTORS®

REGIONAL EDUCADE

Sponsored in part by:
The New Jersey Association of REALTORS®

June 6, 2011

Bridgewater Marriott
700 Commons Way, Bridgewater NJ 08807

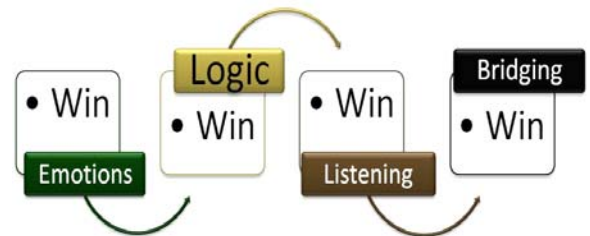
8:30 am - 9:00 am Breakfast & Registration
9:00 am - 1:00 pm Jackie Leavenworth presentation

\$15 members \$20 non members

“Negotiations: The Games People Play”

Presented by Jackie Leavenworth

Leavenworth has written many real estate courses and is a seasoned public speaker at local and state real estate conventions. In addition to presenting CRS, ABR and GRI courses, she teaches new-agent and continuing-education classes for Smythe, Cramer Co. and Howard Hanna Real Estate Services. She recently started her own company, Jackie Leavenworth Seminars, Inc., which specializes in coaching experienced agents. She has been honored as both REALTOR® of the Year and Educator of the Year by the Cleveland Area Board of REALTORS®.



Course Description

This program will teach students to recognize the “games people (clients and other agents) play and will teach communication skills that will lead to agreements and win-win negotiating for our clients. Other skills will be listening to what is important to our clients and stop making decisions for our clients. Last is the concept of “earning” our fee by meeting with success on the

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