

# **RMLS™ Broker Education Series (Salem)**

Do you “flinch?” Do you “nibble?” Are you tired of “mudslinging,” and does the “poison pill” make you crazy? Negotiation is a basic skill for REALTORS®—how prepared are you? Checkers, Chicken, or Chess teaches the dos and don’ts of negotiating great deals for your clients. Agents will learn principled negotiation skills, tools for planning and conducting successful negotiations, and a variety of ways to utilize or combat classic negotiation tactics. This class is worth 3CE credits and will be presented by Rick Harris. Register for “Checkers, Chicken, or Chess—Negotiation for Real Estate Professionals” [here](#).