

# RMLS™ Fall Trade Fair (Florence)

RMLS™ will be offering a trade fair for our southern Oregon subscribers. Join us!

## **SCHEDULE**

**8:30am-4:00pm**

### **Trade Show Floor Open**

No registration required to attend the trade show. Food and beverage will be available in the exhibit hall. Plan to stop by and meet with vendors and enter to win door prizes!

**9:00am-12:00pm**

### **Negotiation for Real Estate Professionals**

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? Negotiation for Real Estate Professionals 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.

**1:30pm-3:30pm**

### **Exclusive Buyer Agency Agreements**

Step-by-step training on how to successfully present, negotiate, and sign exclusive buyer representation agreements. This course provides great tools for qualifying buyers, negotiating professional service fees, signing representation agreements, and overcoming broker and buyer objections to exclusive representation.

Register for the RMLS™ Fall Trade Fair in Florence.

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# **PSU MRED Information Session (Portland)**

Spend the evening with PSU Master of Real Estate (MRED) Academic Director Dr. Gerard Mildner and Center for Real Estate Executive Director Julie Gibson. They will discuss how this program's curriculum is tailored to your needs while using Portland as an urban laboratory for applied learning.

The MRED degree offers a noteworthy partnership between the School of Business Administration and the Nohad A. Toulan School of Urban Studies and Planning. This session will begin with highlights of how this graduate degree offers a multidisciplinary approach to studying real estate, followed by tips and admissions information, and conclude with an opportunity for questions.

RSVP to Angela Wright.