

# Real Estate Negotiation Expert Certification (Bend)

The Central Oregon Association of REALTORS® (COAR) is offering class for one of NAR's newest certifications, the Real Estate Negotiation Expert (RENE) certification!

The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients. This course will improve your negotiating skills, help you learn behind-the-scenes issues and how to deal with them, teach how to handle a wide range of personalities and situations, and learn to sort out the competing objectives of the parties involved in a transaction.

COAR has opened this course to members throughout the state, so take advantage and become a REALTOR® who achieves this certification in its first year!

Unlike other NAR designations, RENE certification does not have ongoing annual dues—it just involves a one-time application fee paid to NAR.

COAR's RENE course will be taught by national instructor Diane Disbrow and attendees will earn 12 CE credits. Registration is \$200 for COAR Ed Club members and \$225 for others. Register by contacting COAR at (541) 382-6027.