

# **Real Estate Negotiation Training (Portland)**

Don't wing it—get professional negotiation training to instantly increase your confidence, persuasion, and communication skills.

Discover proven persuasion principles, human psychology, and innovative strategies to gain an advantage when negotiating with buyers, sellers, lenders, and opposing agents. Stand out against other agents when you tell prospective clients they're working with a Certified Negotiation Expert.

Since 2005 the Real Estate Negotiation Institute has been training real estate agents on negotiation principles.

Learn more and register for this two-day training course.

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

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.

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## **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.

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

**Checkers, Chicken, or Chess – 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? 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](#).