



Sponsored by:  
Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization

# RD947

## Negotiation Basics

A Course Designed For:  
Illinois Licensed REALTORS®

Approved 3-credit hours of *Elective* Continuing Education Credit in Illinois

**Sponsored by:**  
Illinois REALTORS®  
**In Conjunction with:**  
Heartland REALTOR® Organization  
405 E. Congress Parkway, Suite A  
Crystal Lake, IL 60014  
Phone: 815-459-0600  
Fax: 815-459-0621

### Course Description/Objectives:

Negotiation Basics is designed to introduce the participants to the basic process of negotiation. Licensees who understand and implement the basics of negotiation can better serve their clients and better put their agency duties into motion.

**All courses start promptly on time. LATE ARRIVALS WILL NOT BE ADMITTED.**  
**NO refund will be made for missed classes. Course exams will follow immediately after class.**

| DATE  | Registration Time      | Class Time              | Instructor   |
|---|------------------------|-------------------------|--|
| _____ <b>Thursday, 3/27/19</b><br>Registration Deadline 3/25/19 | <b>8:00am - 8:50am</b> | <b>9:00am - 12:00pm</b> | <b>Kris Brown</b>  |
| _____ <b>Thursday, 4/18/19</b><br>Registration Deadline 4/16/19 | <b>8:00am - 8:50am</b> | <b>9:00am - 12:00pm</b> | <b>Sue Miller</b><br>ABR, CRS, GRI, e-PRO, LTG, PMN, SFR |

Contact Stephanie to Register  
Phone: 815-459-0600  
FAX: 815-459-0621  
e-Mail: stephanie@heartlandro.com

LOCATION:  
Heartland Realtor Organization  
405 E. Congress Pkwy. Suite B  
Crystal Lake, IL. 60014

Name \_\_\_\_\_ Illinois License Number \_\_\_\_\_  
 Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
 Cell Phone \_\_\_\_\_ E-Mail Address \_\_\_\_\_  
 Would you like your test results sent via Text Message to you? 'Yes' \_\_\_\_\_ or 'No' \_\_\_\_\_  
 \*Standard Text, Message, and Data rates may apply.

**Early Bird Registration Fee For REALTOR® Member \$35.00 \_\_\_\_\_ (Before Registration Deadline)**

**Registration Fee After Deadline and Non-Member Licensee \$45.00 \_\_\_\_\_**

*\*Minimum 15 Students to Host\**

*If a registrant cancels/reschedules/transfers to another course within 48 hours prior to the course date a \$10.00 cancellation/rescheduling/transfer fee will be incurred.*

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

License Law requires that every real estate broker must complete 12 hours of Continuing Education courses before April 30, 2020 in order to receive a renewed license effective April 30, 2020, and every managing broker must complete 12 hours of Continuing Education and a 12 hour Broker Management course before April 30, 2019, in order to receive a renewed license effective April 30, 2019.

Registration for members can be completed at [www.heartlandro.com](http://www.heartlandro.com) Or Return Registration Form & Check to: