



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

RD 947 – Negotiation Basics #564003076
Approved 3 credit hours of Elective Continuing Education in Illinois
A course designed for: Illinois Licensed REALTORS®

Course Goal:

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.

____ **Friday, November 18, 2022** (Registration deadline: 11/16/22)
Instructor: Kris Brown [Register Online](#) (HRO Member Login Required)
Location: Heartland REALTOR® Organization
405 E. Congress Pkwy, Crystal Lake, IL 60014

Registration: 8:15 am - 8:50 am
Course: 9:00 am - 12:00 pm

Registration Options:

1. **Online:** Go to <http://heartlandro.realtor/>, sign into **Members Only**, and click on **Register for Continuing Education Classes**.
2. **Phone:** 815-459-0600
3. **Email:** Info@HeartlandRo.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Early Bird Registration Fee for REALTOR® Member \$35.00 _____

Registration Fee for Non-Members / After Deadline \$45.00 _____

Payment due at time of registration

If a registrant cancels within 48-hours prior to the course, or is a no show, there is a \$10 cancellation fee.

*Minimum of 15 Students to host.
Maximum of 50 Students.*

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