

PRESENTING & NEGOTIATING CONTRACTS

RB 707 – 3 HOURS ELECTIVE CREDIT

Sponsored by the Illinois Association of REALTORS® in conjunction with the
North Shore Barrington Association of REALTORS®

PRESENTING & NEGOTIATING CONTRACTS

04/12/2012 09:30am 12:30pm Northbrook Lynn Madison

NSBAR Northbrook office: 450 Skokie Blvd Bldg 1200, Northbrook, IL

Cost: \$39.00 Members
\$54.00 Non-members

GET REGISTERED NOW!

Exam results in 48-72 hours by email

Student Information

Name _____ Member No. _____

Company: _____

Address: _____

City/State/Zip: _____ Phone: _____

License #: _____ NRDS#: _____

E-mail: _____

Form of payment: Check Amex Discover Mastercard Visa

Card #: _____ Exp. _____

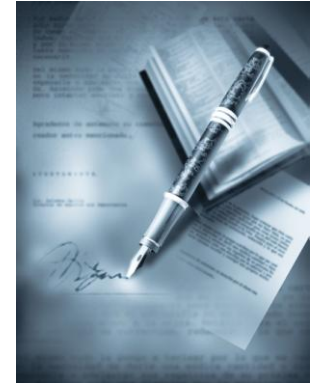
Please charge \$ _____ to my card for tuition

Signature: _____

Do you have any disabilities which require accomodation? _____

If you have disabilities that require special accomodation, please advise upon registration.

Register by faxing to (847) 480-7362 or make check payable to NSBAR, 450 Skokie Blvd Bldg 1200, Northbrook, IL 60062 ATTN: EDUCATION. To register online visit www.nsbar.org and log in to your member page. Cancellation Policy: A \$25.00 fee is non-refundable within 48 hours. Written/Email cancellation of enrollment is required. No refund will be issued after the start of class.



It is critical that a professional real estate practitioner know what their responsibilities and duties are in the important step of presenting and negotiating their client's offers. This course looks at the Code of Ethics for the guidelines we need to help our buyers and sellers in negotiating. We'll discuss state laws as applicable and through case studies we'll explore common difficult situations and how to resolve them.

**Students must sit in the classroom the duration of the course to receive credit. No exceptions!