

REALTORS® Commercial Alliance of Greater Fort Lauderdale & Realtors® Commercial Alliance, Palm Beaches

NEGOTIATION SKILLS

THE ART OF THE DEAL

- How to control the outcome of all negotiations using a unique 5 point game plan.
- 7 keys to negotiating like a pro.

THE ART OF GETTING PAID

- Understanding the 6 reasons customers pay, and how to use them to your advantage.
- 3 ways to ask for money that will get you paid every time.



Nationally and internationally acclaimed by many as '**America's business coach in negotiation skills**', **Barry Elms**, President of Strategic Negotiations International, has over 20 years experience and 2,000 presentations under his belt. Barry provides an exciting and dynamic message with relevant material.

Name: _____ Office: _____

Address: _____ C/S/Z: _____

RCA Member: - \$25; Onsite: \$35 • Non-Member: \$35; Onsite: \$45

Account #: _____ Exp. Date: _____

Signature: _____ Phone: _____

Contacts

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Register online at www.R-World.com

If paying by check, make payable to RCA and mail to the attention of Maureen Miller at 1765 NE 26 Street, Fort Lauderdale, FL 33305. **Sorry, no refunds.**

Event Sponsors

Friday, October 9th

The Westin Hotel

*400 Corporate Drive
Ft. Lauderdale
(1-95 & Cypress Creek)*

PROGRAM SCHEDULE

7:30 a.m.
Registration/Breakfast

8:00 -10:00 a.m.
The Art of the Deal

10:00 - 10:15 a.m.
Break

10:15 a.m.-12:15 p.m.
The Art of Getting Paid

