



**June 22, 2010**

**Effective Negotiating for Real Estate Professionals.**

**8:00 to 8:30 AM - Registration**  
**8:30 AM to 5:00 PM - Class**

**Performance Management Network Course**  
*Also counts as 1 REBAC elective course towards the ABR Designation*

**Flagler County Assoc. of Realtors®**  
**4101 E. Moody Blvd.**  
**Bunnell, FL 32110**

Effective negotiating on behalf of others is the hallmark of the buyer's and seller's representatives. This course examines positional bargaining and value negotiating. It also examines unique issues when representing someone in a negotiation and breaking a negotiation impasse.

**Presented by: Women's Council of REALTORS®**  
*St. Augustine Regional Chapter, Flagler County Chapter, Jacksonville Regional Chapter, West Volusia Chapter, Daytona Beach Area Chapter, Gainesville Chapter*



**FEATURING**  
**Ric Giumenta**  
**INSTRUCTOR**  
*CRB, CRS, GRI, e-PRO, ITI*

Sponsorships are available, Contact: Missi Howell 904-716-1713  
 e-mail: MissiHowell@MissiHowell.com

	<u>Early Bird Registration</u>	<u>After June 15, 2010</u>
<i>Members</i>	<b>\$100</b>	<b>\$125</b>
<i>Non Members</i>	<b>\$125</b>	<b>\$150</b>

Name: \_\_\_\_\_ Name of Your Chapter: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Address \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ e-mail: \_\_\_\_\_

**Mail Check & Order Form to: Women's Council of REALTORS®**  
**PO BOX 352331**  
**Palm Coast, FL 32137**

**OR Pay Online with your Credit Card: <http://www.wcrjax.com/htm/Reservations.htm>**

**Questions/ Information Contact:**  
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