

“Negotiating Skills for Today’s Real Estate Professional Webinar” 4 CE Credits
Monday, October 4, 2010 Time: Noon-4:00pm
Instructor: [Ginny Lomagno](#) Cost: \$35 / or Education Pass
Sponsor: [\\$45 nonmembers](#)

Real estate is a people business. Understand the personal history that the customer brings to the transaction, and the solution to closing the deal becomes clearly evident. Learn the motivations of the parties in the transaction and learn to funnel those motives toward significantly higher volume of closed transactions. [Flyer](#)

**** You must have your license number to receive CE Credits****