

RENE

Real Estate Negotiation Expert
Certification Courses



Introducing the RENE Certification

As the first and only negotiating certification recognized by NAR, the RENE certification equips you with the know-how of when and how to negotiate, crafting negotiation strategies, applying principles of persuasion, and achieving optimum results with any party in a transaction!

You're required to complete two one-day courses when working toward the certification.



RENE Certification Course October 4-5, 2016 | 8:30 a.m. – 4:30 p.m. each day

The WRA headquarters in Madison will host the live course with several remote locations across the state:

Madison (*live course location*)
Wisconsin REALTORS®
Association
4801 Forest Run Road
Madison, WI 53704

Mosinee (*classroom webcast*)
Central Wisconsin Board of
REALTORS®
925 S. Park View Circle
Mosinee, WI 54455

Eau Claire (*classroom webcast*)
REALTORS® Association of
Northwestern Wisconsin
1903 Keith St.
Eau Claire, WI 54701

Sheboygan (*classroom webcast*)
Sheboygan County Board of
REALTORS®
639 Walton Drive,
Plymouth, WI 53073

La Crosse (*classroom webcast*)
La Crosse Area REALTORS®
Association
111 6th St. S.
La Crosse, WI 54601

Woodruff (*classroom webcast*)
Northwoods Association of
REALTORS®
320 Oak St., Ste. B
Woodruff, WI 54568

Milwaukee (*classroom webcast*)
Greater Milwaukee Association of
REALTORS®
12300 West Center Street,
Milwaukee, WI 53202

Course Descriptions

Course 1: The Power Negotiator's Playbook (October 4, 2016)

This interactive course will help you elevate your game by examining all types of negotiation formats and methods so you can win in negotiations. A full spectrum of tips, tools, techniques and advantages will be provided so you can negotiate and provide effective results for your clients. Course counts as ABR and SRS elective credit as well as two CRB credits.

Course 2: Advanced Field Negotiations (October 5, 2016)

This course explores negotiation scenarios using the tools, tactics and techniques from the first course. These will be applied with field practice application through short reviews and then scenarios on how to use them. The scenarios will be built around different agent/client personality types to provide foundational application to real-world situations.

Complete course information: www.wra.org/RENE.

These courses do not qualify for 2015/2016 elective CE credit.

RENE: THE POWER NEGOTIATOR'S PLAYBOOK AND ADVANCED FIELD NEGOTIATIONS

CONTACT INFORMATION

Name _____
Firm name _____
Address _____
City _____ State _____ Zip _____
Phone (W) _____ (H) _____
*Email address _____
WRA member # _____

*A confirmation for this course will be sent by email. You can also visit www.wra.org/myeducation to verify course registration.

FEES

	Thru 9/19	After 9/19	At the door
WRA member fee:	\$250	\$270	\$310
WRA nonmember fee:	\$270	\$290	\$330

LOCATIONS

Choose the location in which you will attend the course.

- Madison (live)** **Mosinee (webcast)**
 Eau Claire (webcast) **Woodruff (webcast)**
 La Crosse (webcast) **Milwaukee (webcast)**
 Sheboygan (webcast)

Check-in time: 8:00 a.m. | Class time: 8:30 a.m. – 4:30 p.m.

PAYMENT

- Enclosed is my check made payable to the WRA
 Charge my VISA/MasterCard (Circle one)
Card number _____ Exp. date _____
Security code _____
 Special services: Check here if you require special services to attend. Attach a written description of

Register by mail: Wisconsin REALTORS® Association
4801 Forest Run Road, Suite 201 | Madison, WI 53704

Register by phone: 800-279-1972 | 608-241-2047

Register by fax: 608-241-5168

Online registration: www.wra.org/RENE

CANCELLATION POLICY: The WRA reserves the right to cancel this course if not filled. Cancellations must be made in writing prior to the start of course and will be refunded, minus a \$25 administrative fee. Registrations cannot be transferred from person to person.

