



19210 S. Vermont Avenue, Building A, Suite 100
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www.irwaonline.org

Course200: Principles of Real Estate Negotiation February 21-22, 2019 Fort Worth, TX



Course 200 - Principles of Real Estate Negotiation

Course Description:

This two-day course focuses on a unique blend of the communication skills associated with successful, real-world right of way negotiations. With an emphasis on the practical as opposed to the theoretical, participants will explore their own negotiation skills, habits and styles with the goal of improving settlement rates of right of way acquisitions.

Topics

- Overview of types of negotiations
- Pre-negotiation “must do’s”
- Creating your own individual negotiation style
- Three types of negotiations
- Communicating effectively throughout the negotiation process
- Negotiating with attorneys and other “powerful” owners
- Common issues, tactics, and pitfalls in negotiations
- Preparing for administrative settlements, legal settlements and condemnation

Course Level:

Core

Course Tuition Includes:

Participant Manual

Recommended Materials:

Successful Communication and Negotiation (Textbook)
Available for purchase from IRWA.

Who should take this course:

This course is designed for all right of way practitioners and negotiators who would like to explore their negotiation skills, habits and styles to improve settlement rates of right of way acquisition.

 Last Name First Name

 Title

If payment includes the fees for registrants other than yourself, check here:
 (Please submit names of other registrants on a separate paper along with this form)
 Will you also be attending? Yes No

 Company Name

 Address

 City, State, Zip/Postal Code
 (____) _____ - _____ Yes No
 Phone Member Member ID Number

 Email Address

	Registration Deadlines	Member Tuition	Non-Member Tuition	Total Tuition Amount
On and Before:	02/04/2019	\$415.00	\$520.00	_____
On and After:	02/05/2019	\$490.00	\$595.00	_____

Total Member Registrants: _____
 Total Non-Member Registrants: _____

PRINT NAME AS IT APPEARS ON CARD: _____ 3-DIGIT CVV: _____

AMEX MC VISA Card #: _____ EXP: _____

SIGNATURE: _____ Date: _____ Amount to be Charged: _____

Course 200: Principles of Real Estate Negotiation February 21-22, 2019 Fort Worth, TX

Sponsor: IRWA Chapter 36
 Date: February 21-22, 2019
 Time: 2 days – 8 AM to 5 PM Daily
 City: Fort Worth, TX

Class Location:
 Teague Nall & Perkins
 5237 North Riverside Drive
 Suite 100
 Fort Worth, TX 76137
 Phone: (817) 665-8209
 Participant capacity: 50

Four Ways to Register:
 Online: www.irwaonline.org
 Fax: (310) 538-1471
 Phone: (310) 538-0233, x138
 Contact Course Coordinator

Accommodations:
 SpringHill Suites Fossil Creek
 5301 North Riverside Drive
 Fort Worth, TX 76137
 Phone: (81) 306-0900
<https://www.marriott.com/hotels/travel/dfwos-springhill-suites-fort-worth-fossil-creek/>
 Contact hotel directly for rates and reservations

Course Coordinator:
 John P. Bennet, R/W-RAC, R/W-URAC
 Teague Nall & Perkins
 5237 North Riverside Drive
 Suite 100
 Fort Worth, TX 76137
 Phone: (972) 971-8661
 Email: jbennett@tnpinc.com

Course Instructor:
 Denise Lopez, SR/WA, R/W-RAC, Real Estate Representative for the City of Arlington, is a Member of the International Right of Way Association and is currently a Course Coordinator and the Programs Co-Chair for Chapter 36. Denise has a background of over 23 years experience in the Real Estate field. Prior to working in right of way for a municipality Denise was a real estate agent selling and listing residential real estate. Five years later she became a Real Estate Broker and managed newly licensed realtors under her independently owned real estate company, Property Zone Realty. Denise had the opportunity to become a part time instructor for Kaplan Real Estate Education and did not hesitate to step in front of the classroom as an instructor and teach mandatory continuing education courses including legal and ethics. While being a Texas Real Estate Certified Instructor she also taught licensed agents the ins and outs of TREC contracts.

Cancellation Policy: All classes scheduled by IRWA are subject to cancellation. All class registrants must contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be cancelled at any time (for reasons including, but not limited to, insufficient registration, instructor emergencies or other issues beyond the control of the chapter and/or IRWA). Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid class tuition. IRWA and its chapters assume no other registrant liability resulting from class cancellation.

Tuition Refund Policy: Written notification of intent to cancel registration must be received via email by both the Course Coordinator and IRWA Headquarters Education Staff (education@irwaonline.org) prior to the class start date in order to be eligible for a tuition refund. A full tuition refund will be issued if notice is received 15 days or more prior to the class start date; a 75% refund will be issued if notice is received less than 15 days prior to the class start date, and no refund will be issued for notice received on or after the class start date.