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 www.irwaonline.org

200 Principles of R. E. Negotiation 10.16-17.2017 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)

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

Company Name

Address

City, State, Zip/Postal Code

(____) _____ - _____ Yes No
Phone Member Member ID Number

Email Address

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

	Registration Deadlines	Member Tuition	Non-Member Tuition	Total Tuition Amount
On and Before:	Sept. 14, 2017	\$ 415.00	\$ 520.00	_____
On or After:	Sept. 15, 2017	\$ 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: _____

200 Principles of R. E. Negotiation 10.16.17 Fort Worth, TX

Sponsor: IRWA Chapter 36
Date: October 16-17, 2017
Time: 2 days – 8 AM to 5 PM Daily
City: Fort Worth, TX

Class Location:
Oncor Electric Delivery Company
115 W. 7th Street
Suite 1025
Fort Worth, TX 76102
Phone: (817) 215-6200
Participant Capacity: 40

Four Ways to Register:
Online: www.irwaonline.org
Fax: (866) 388-7419
Phone: (310) 538-0233, x138
Contact Course Coordinator

Course Instructor:

Donald J. Sherwood, SR/WA, MAI, is the owner of Donald J. Sherwood LLC focusing on appraisal review and education. Mr. Sherwood is the former Managing Director of the Fort Worth office of Integra Realty Resources DFW, LLC, a full-service real estate consulting and appraisal firm. Mr. Sherwood has been an appraiser of all types of real property since December 1978. Donnie has performed appraisals on various properties including, but not limited to, shopping centers, apartment complexes, industrial facilities, a nuclear bomb storage site, an air force base, automobile race track, raw and developed land, office complexes, motels, hotels, marinas, cemeteries, bowling alleys, amusement parks and mixed use developments. Donnie is a CLIMB certified instructor and is a past recipient of IRWA's Balfour Award and author of several courses and articles. He served as an adjunct professor at TCU for nine years.

Accommodations:

Hilton
815 Main Street
Fort Worth, TX 76102
Phone: (817) 870-2100
Search online for best rates.
Contact hotel directly for rates and reservations.

Course Coordinator:

Jim Thomas, SR/WA, R/W-NAC, R/W-AMC
115 W. 7th St.
Suite 1010
Fort Worth, TX 76105
Phone: (817) 215-6639
Email: jimmy.thomas3@oncor.com

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.