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Practical Negotiations for U.S. Federal Funded Land Acquisitions

207 - Practical Negotiations for U.S. Federal and Federally Assisted Projects

January 28-29, 2026

Virtual Class

Credits: 16 QEU/CEU

Credentialing

- **New SR/WA:** An intermediate elective course that can be applied towards the SR/WA designation.
- **Specialist:** An intermediate required course for the R/W-URAC certification; an intermediate elective course that can be applied towards the R/W-AMC, R/W-EC, and R/W-NAC certifications.

Topics

At the conclusion of the two days, the participants will be able to:

Demonstrate a basic knowledge of the requirements, as they relate to negotiations for Federal and federally assisted projects under the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, as amended.

Develop an understanding of negotiating styles.

Use practical approaches and tips to improve right of way acquisition settlement rates.

Course Tuition Includes

- Participant Manual

Recommended Material

- *Successful Communication and Negotiation* Textbook (separate purchase; available through [IRWA's Publication Store](#))

Instructor

**Robert Matt Lance, SR/WA, R/W-RAC,
R/W-URAC**

Instructor

Robert Matt Lance, SR/WA, R/W-RAC, R/W-URAC

Matt has been employed with HDR since 2006, after nearly two decades with the Texas Department of Transportation (TxDOT). While employed by TxDOT and HDR, Mr. Lance has been responsible for the successful relocation of numerous residences and businesses displaced from federal, state and locally funded construction projects. Clients have included Dallas Area Rapid Transit; City of Austin, Texas; City of Fort Worth, Texas; Central Texas Regional Mobility Authority; Tarrant County, Texas; Texas Department of Transportation; Texas Department of Transportation's Aviation Division and Utah Department of Transportation. Over the past 30 years, his duties have included project management, preparing relocation assistance processes and procedures, project relocation plans, replacement housing payments, personal property inventories and providing advisory services and moving plans for unusual and complex moves. His enthusiasm and experience are instrumental in finding innovative and creative solutions to complex relocation and acquisition problems.

Location

Newrow Conference Call Participant Capacity: 20
Start Time: 8am Central

Course Coordinator

Benjamin Goss RWA, R/W-AC
Phone: (817)726-2788
E-mail: bgoss@obrien-row.com

IRWA Member Tuition	IRWA Non-Member Tuition	PDF of Course Materials	Printed Course Materials	Total Tuition Amount
\$415.00	\$520.00	FREE	Purchase online	
LATE FEE + \$75.00, EFFECTIVE ON DECEMBER 24, 2025				

An electronic copy of your course material will be added to your IRWA Account once your registration is completed. Printed course materials are only available for purchase until 10 days prior to the class start date.

Register online at www.irwaonline.org / Fax this entire page to IRWA HQ: (310) 538-1471

REGISTRANT INFORMATION

NAME FIRST NAME/ LAST NAME _____ TITLE _____
COMPANY _____
ADDRESS _____ CITY, STATE, ZIP/POSTAL CODE _____
PHONE _____ MEMBER ☐ YES ☐ NO MEMBER ID NUMBER _____
EMAIL ADDRESS _____

SELECT PAYMENT METHOD

☐ Credit Card

☐ Check

VISA, MASTERCARD, AMEX, DISCOVER ACCEPTED

NAME ON CARD _____ CARD TYPE VISA/MASTERCARD/AMEX/DISCOVER _____
CARD NUMBER _____ CARD EXPIRATION _____ CVV _____
SIGNATURE OF CARDHOLDER _____ DATE _____

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.