



Negotiate with Confidence and Creativity

With Monica Neubauer

8/30/2022

3:00 PM- 4:30 PM

You must attend the full 1.5-hour education session to apply it towards earning Georgia Real Estate CE credit. You must attend at least two 1.5-hour education sessions to earn CE credit.

Due to seating capacities dictated by local fire code ordinances, seating for all education sessions will be based on a first come-first serve basis. GAR will not be allowed to have attendees sitting on the floor or standing up once the room's seating is full. *If you are participating virtually, you must be visible/on camera the entire time.*

GREC School #271

1 session = No CE	5 sessions = 7.5 hours CE
2 sessions = 3 hours CE	6 sessions = 9 hours CE
3 sessions = 4.5 hours CE	7 sessions = 10.5 hours CE
4 sessions = 6 hours CE	8 sessions = 12 hours CE

Download the Conference Mobile App
"Georgia REALTORS® Events" from the App Store

OR

Conference App QR Code:



#garealtors @garealtors



STUDENT NOTICE

The Georgia Association of REALTORS®, Inc. is approved by the Georgia Real Estate Commission (GREC) to offer continuing education, sales PostLicense, and broker PreLicense courses. The GREC school code number is 271 with a renewal date of December 31, 2023.

The Georgia Real Estate Commission has approved that two (2) or more 1.5-hour 2022 Inaugural Conference Ed Sessions are approved for hours of continuing education (CE) credit as follows:

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2 sessions = 3 hours CE	6 sessions = 9 hours CE
3 sessions = 4.5 hours CE	7 sessions = 10.5 hours CE
4 sessions = 6 hours CE	8 sessions = 12 hours CE

GAR school policy defines an instructional hour as 50 minutes.

To receive continuing education (CE) credit for this in-classroom course, the student must:

- ✓ be on time
- ✓ be present in the entire ed sessions for which you are earning CE credit.
- ✓ complete the Conference CE Card (Be sure the card is stamped after each session for which you fully attended and complete the backside of the card. Then, deposit in a Conference CE Card Box.)
- ✓ complete the electronic Evaluations after the class. (Ed session evaluations are in the session Descriptions in the Conference App; Speaker evaluations are in the Speaker bios in the Conference App.)
- ✓ not have taken this course for continuing education credit within the past 366 days.

There are no make-up sessions for these ed sessions.

Cell phones and other electronic devices can be distracting. Use of communication methods such as text messaging, E-mailing, web surfing, etc. is prohibited during the ed session if it poses a distraction to other attendees and shall be grounds for dismissal. Taking pictures of presentation slides requires the permission of the speaker.

Entrance qualifications and standards of completion will not be based on race, color, sex, religion, national origin, familial status, handicap, sexual orientation, or gender identity.

No recruiting for employment opportunities for any real estate brokerage firm is allowed during this course or on the premises while this course is in session. Any effort to recruit by anyone should be promptly reported to the Director of Professional Development; Georgia Association of REALTORS®; 770-451-1831; 6065 Barfield Road; Sandy Springs, GA 30328; or to the Georgia Real Estate Commission; 404-656-3916; International Tower; 229 Peachtree Street, NW; Suite 1000; Atlanta, GA 30303-1605.



Negotiate with Confidence and Creativity!

Created & Presented by:



MONICA NEUBAUER

The Maverick Motivator

Monica Neubauer, ABR, CRS, Epro, GRI, RENE, SRES, SRS

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About Monica Neubauer

As a Maverick Motivator, Monica Neubauer’s content driven programming is about entrepreneurial focus, intentional choices, decisive and strategic problem solving which she delivers in a highly engaging and fun format. A maverick is an independent-minded person who believes in the freedom to choose their own definition of success and Monica incorporates that philosophy in her programming as she motivates her audiences and clients to apply what they learn directly to their own business and personal lives.

Monica has traveled to 49 states and 20 countries. Because of her broad base of education and experiences, her energy and dedication is directed towards creating a highly interactive learning environment so the audience leaves wanting more. Her topics include communication, modern selling practices, negotiation, problem solving and maintaining a healthy life balance throughout.

Monica Neubauer is a practicing and award-winning REALTOR® which continually allows her to provide relevant and current information in her educational programs. She has earned multiple real estate certifications, hosts the Center for REALTOR® Development Podcast for the National Association of REALTORS® and has been a contributor to REALTOR® Magazine, The Residential Specialist Magazine, The Tennessean Newspaper and various state publications. She is known for her ability to facilitate in-depth open conversations with industry leaders and being a contributor to updating national level curriculum for designation and/or certification coursework.

Monica Neubauer’s personal mission is to live life “Funtentionally” – always paying attention to what is and isn’t working and making the necessary changes for a successful life. She encourages people she connects with to acknowledge where they are, where they want to be and to make intentional choices about their use of time, money and relationships.

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Where do you negotiate?

What skills do you bring to the Negotiation? - Exercise

Perception

A Win-Win is a _____

We have to find the _____ behind the
_____ or _____.

Probe – We need to have understanding

- Client's Needs
- Client's Abilities
- Client's Motivation

How are you preparing the client? - Exercise

Prepare – Be Proactive in Negotiations! What is involved?

- Client Information
- Market Information
- Roles in the Transaction – What is your value?

Priorities – Keep them in the forefront.

Preparation

Presentation

Key Points to Apply to Negotiating

1. Don't get _____
2. BATNA - _____
_____ Negotiated _____
3. Negotiating with phone, text or email.

Resources:

Getting to Yes by Fisher, Ury, and Patton

Never Split the Difference by Chris Voss

Margaret Neale for the Stanford Graduate School of Business -

<https://www.youtube.com/watch?v=MXFpOWDAhvM>

Application Points for Me!