



Seminars by Sirmon

704-458-5295

Jason@JasonSirmon.com

Certified Negotiation Expert Designation Course

(2-Day Course)

CNE
CERTIFIED NEGOTIATION EXPERT

Course Content includes:

Competitive vs. collaborative negotiations; Psychology of buying and influencing the purchase decision; Professional persuasion principles; Negotiation tactics; Power, Emotions, and Deadlocks; Planning for SUCCESS; Trust building; Real Estate case studies, skill practice, and group discussions/exercises.

Course Locations, Dates & Time*:

March 2 & 4, 2010	Hickory, NC	Quality Inn & Suites HWY 321, 1725 13th Avenue Drive NW Hickory, NC 28601
March 16 & 17, 2010	Union, NC	Holiday Inn Express Matthews 9420 E. Independence Blvd. Matthews, NC 28105
April 21 & 22, 2010	Raleigh, NC	Cambria Suites Raleigh-Durham Airport, 300 Airgate Drive, Morrisville, NC 27560

*All Courses are from 9:00 AM - 5:00 PM

Registration

Cost: Only \$199.00!!!

Go to www.SeminarsBySirmon.com, choose 'Register On-line' to register OR fill out this form and

Return Registration to Seminars by Sirmon via fax (704-706-2156)

Name _____ License/Pocket Card # _____
(Please list your name as it appears on your license)

Firm Affiliation _____

Email _____ Contact Number _____

Circle Method of Payment VISA MASTERCARD CHECK CASH Total Amount _____

Credit Card Number (Please Print Clearly) _____ Expiration Date _____

Billing Address _____ Zip Code _____

Signature _____ Date _____

Make Checks Payable to Seminars By Sirmon

For information regarding attendance and cancellation policies please visit www.SeminarsBySirmon.com