



19210 S. Vermont Avenue, Building A, Suite 100
Gardena, CA 90248
Phone: (310) 538-0233
www.irwaonline.org

Course 200: Principles of Real Estate Negotiation January 13-14, 2020 Ankeny, IA



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.

200 Principles of Real Estate Negotiation January 13-14, 2020 Ankeny, IA

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

Last Name

First Name

Title

Company Name

Address

City, State, Zip/Postal Code

(____)____-____
Phone

Yes No

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:	December 24, 2019	\$415.00	\$520.00	_____
On and After:	December 25, 2019	\$440.00	\$545.00	_____

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 January 13-14, 2020 Ankeny, IA

Sponsor: IRWA Chapter 41
Date: January 13-14, 2020
Time: 2 days – 8 AM to 5 PM Daily
City: Ankeny, IA

Class Location:
Marriott Fairfield Inn - Ankeny, IA
215 NE Delaware Avenue
Ankeny, IA 50021
Phone: (515) 965-8400
Participant Capacity: 25

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

Course Instructor:
Penny Rolf – SR/WA, R/W-RAC, R/W-NAC is a CLIMB Certified Instructor in multiple 200 and 500 series courses and has been a member of the IRWA since 2006. She is the Director of Right of Way at WSB in Minneapolis, MN. Penny has 26 years of experience in real estate with the past 19 years exclusively devoted to providing acquisition and relocation services. She has provided commercial relocations ranging from small offices to large industrial factories for counties and cities in Minnesota and North Dakota as well as the Metropolitan Council, MnDOT and WisDOT. Penny holds a Broker's license in Minnesota, North Dakota and South Dakota.

Accommodations:
Marriott Fairfield Inn - Ankeny, IA
215 NE Delaware Avenue
Ankeny, IA 50021
Phone: (515) 965-8400
Rate: \$109.00 + tax per night
Contact hotel directly for reservations. No room block.
Mention you are with the IRWA training to get the rate while available.

Course Coordinator:
Brian DePrez
2727 SW Snyder Blvd
Ankeny, IA 50023
Phone: (515) 480-8700
Email: bdeprez@snyder-associates.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.