



19210 S. Vermont Avenue, Building A, Suite 100
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www.irwaonline.org

Course 200: Principles of Real Estate Negotiation July 30-31, 2018 Kansas City, MO



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.

Course Level:

Core

Course Tuition Includes:

Participant Manual

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

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

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

Company Name

Address

City, State, Zip/Postal Code

(_____)_____-_____
Phone

☐ Yes ☐ No
Member

Member ID Number

Email Address

	Registration Deadlines	Member Tuition	Non-Member Tuition	Total Tuition Amount
On and Before:	June 30, 2018	\$415.00	\$525.00	_____
On and After:	July 1, 2018	\$440.00	\$550.00	_____

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 July 30-31, 2018 Kansas City, MO

Sponsor: IRWA Chapter 5
Date: July 30-31, 2018
Time: 2 days – 8 AM to 5 PM Daily
City: Kansas City, MO

Class Location:
City of Kansas, Missouri Department of Water Services
4800 E. 63rd Street
Kansas City, MO 64130
Phone: (816) 513-0297
Fax: (816) 513-0288
Participant Capacity: 40

Four Ways to Register:
Online: www.irwaonline.org
Fax: (310) 538-1471
Phone: (310) 538-0233, x134
Contact Course Coordinator

Accommodations:
Holiday Inn Express
8551 Blue Parkway
Kansas City, MO 64133
Phone: (816) 997-9444
Rate: \$109.00 + Tax
Contact hotel for reservations
Book early and mention IRWA

Course Coordinator:
Richard Snedegar
4800 E. 63rd Street
Kansas City, MO 64130
Phone: (816) 513-0297
Fax: (816) 513-0288
Email: richard.snedegar@kcmo.org

Course Instructor:

William Busch, SR/WA, is an independent right of way specialist in Kentucky. His career has spanned four states and multiple agencies. Previously he was Director of Right of Way for the San Diego County Water Authority where he supervised the acquisition, survey, and property management sections that were responsible for approximately \$400 million in real estate fee and easements, and nearly 200 miles of pipeline right of way. Bill is active in the International Right of Way Association (IRWA) in Chapter 25 Region 5, and is past President (2005) of Chapter 11, Region 1. He is the 2006 Region 1 Professional of the Year and a 2011 Lifetime Achievement Award winner from Chapter 11. In June 2013, he was the 2012 recipient of the Frank C. Balfour Professional of the Year Award at IRWA's 59th Annual International Education Conference in Charleston, WV. This prestigious award is the Association's highest honor bestowed upon an IRWA member. Currently Bill serves on the International Local Public Agency Committee and International Outreach committees. He graduated from Humboldt State University with a Bachelor of Science degree in Forest Management. He has published several articles for Right of Way Magazine and the Journal of Public Works. Prior to coming to the Water Authority he was employed 16 years by the U.S. Forest Service and 8 years in private education as an instructor and Director of Athletics.

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.