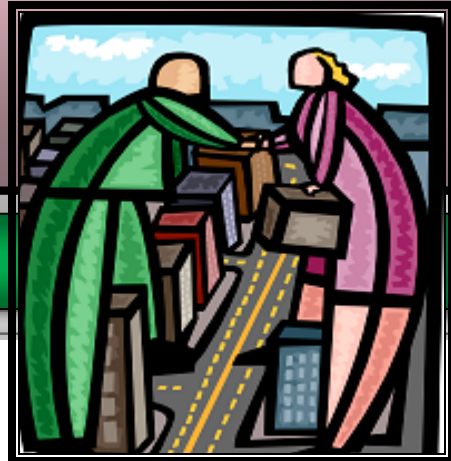


Negotiating with Multi-Cultural Clients



Date, Time, Location, etc.

Course Description

- Not all nationalities negotiate the same.
- With so many new multi-cultural buyers purchasing homes today the real estate professional needs to understand how to best work within the culture of the client.
- Some cultures NEED to negotiate...some cultures don't believe in saying "no" so the agent may never really know what the client is thinking.
- This course is based on the book, "Opening Doors" by Michael Lee.



Registration Form

Name _____
Company _____
Address _____
City, ST, Zip _____
Email _____
Work # _____ Cell # _____
License # _____
Payment: Total \$ _____
 Check Enclosed MC/V/AMEX card
Number: _____ Exp _____
Signature: _____

Meet the Instructor:

Marcie Roggow, ABR/M, CCIM, CRB, CRS, DREI, GRI, SRS
Marcie has long been the REALTORS® favorite trainer because she brings real life situations to the classroom with vigor and a crisp approach. As a practicing broker, she understands the challenges of the real estate professional. Marcie's expertise in law, agency, disclosure and professionalism has earned her the coveted DREI (Distinguished Real Estate Instructor) certification- one of 111 in the country holding that designation. Her quick wit and personal connection will make your time with her fun, educational, and inspiring!