

NEGOTIATING WITH AND FOR YOUR CLIENT

THURSDAY, SEPTEMBER 20TH

@ GCAR

9:00 AM - 12:00 PM

Cost: \$40 GCAR/CIREB Members
\$55 non-members

CE Credit: 3

INCLUDES
1 HOUR OF
AGENCY

Types of negotiations and negotiators

Overcoming price and commission objections

Planning and strategies

Negotiating tips and tactics

Successful negotiations

This course counts towards the GRI designation.

REGISTER

WWW.GCAR.COM/REGISTRATION



Instructor: Richard Ferro

Richard's twenty-eight years of commercial real estate experience has included the lease and sale of over 2,000,000 SF of office and industrial property in New York State's Capital Region. Representing local, regional, and national clients, he has achieved Berkshire Hathaway

HomeServices prestigious "President's Circle" award and "Chairman's Circle" on a recurring basis.

