



REAL ESTATE NEGOTIATION EXPERT CERTIFICATION

RD 901 - Real Estate Negotiation Expert
(564003120)
12 Hrs. Elective Credit

WHO IS IT FOR?

The Real Estate Negotiation Expert (RENE) certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients.

OCTOBER 6TH & 7TH

9:00 am - 4:00 pm

**American Legion Post 365
1022 Vandalia St.
Collinsville, IL 62234**

WHAT YOU GAIN

- ▶ Improve your negotiating skills
- ▶ Learn behind-the-scenes issues and how to deal with them
- ▶ Learn how to handle a wide range of personalities and situations
- ▶ Learn to sort out the competing objectives of the parties involved in a transaction

HOW TO EARN IT

- Complete Two-Day Courses
- There is no exam requirement for this certification
- Must be in Good Standing with NAR
- The application will be sent to you after you've completed the required courses
- One Time Application Fee of \$159

2022 Education Policy

1. All reservations for CE classes must be received in advance of the class in writing or online and must be accompanied with the specified amount of money.
2. Licensed non-members can attend CE and pay the non-member prices.
3. A photo ID is required upon check-in for CE.
4. All electronic devices must be silenced during the entire session.
5. Attendees who are late for CE will not be admitted.
6. Attendees must attend the entire session to receive continuing education credit. If an attendee arrives late for the class, or from the scheduled breaks, he/she will not be given credit.
 - a. Late means the instructor has started speaking and the attendee is not in the room.
7. If an attendee has a medical problem that may requires him/her to be out of the room other than a scheduled break, please inform staff and accommodations will be made.
8. An attendee must call 48 hours ahead of time if they are not able to attend any class to get a refund. If possible, the Association will move them to the same class on a different day for no additional charge.
9. Only students are allowed to attend CE classes. No additional attendees may be present in the class or building during class time.
10. All attendees are expected to pay attention, participate and should not be under the influence of a controlled substance before or during the session.
11. Electronic devices that are not being used to take notes are not to be used during class time. They can only be used during scheduled breaks.
12. The Board of Directors will decide the price of each CE class - member, REALTOR and nonmember fees.
13. If a class has no fee and the person has registered and does not attend, a fee will be due as approved by the Board of Directors.
14. If anyone has not registered and is a walk in they will be charged the same amount as anyone who didn't attend.
15. RASI must be notified 48 hours before any class time if the student will not be in attendance to not pay the nonattendance fee. RASI will also allow any person registered for a free CE course to have a proxy to take their place, and if the proxy does not show, the original person is responsible for the no-show fee.
16. RASI will charge a \$25 proctoring fee to proctor an exam for anyone who has not purchased their exam from RASI or Illinois REALTORS®.
17. Affiliates are not allowed to attend the actual CE class.

\$175 Members / \$185 Non-Members
This class is in person only
Lunch will be provided both days

Register at www.618realtor.com or
call 618-277-1980



Sponsored by



Instructor,
Lynn Madison



If you have any disabilities that require special accommodations, please identify those special needs
