



The Hawaii CCIM Chapter Presents... COMMERCIAL REAL ESTATE NEGOTIATIONS

JUNE 4

Overview— 7 State of Hawaii CE Credits

Instructor: Soozie Jones Walker, CCIM

In today's commercial real estate environment, a purely transactional approach to negotiation that does not include stakeholders' interests is not the best component for long-term relationships. *Commercial Real Estate Negotiations* assist the attendee with a more sophisticated approach to the practice of negotiations and emphasizes skills that enable practitioners to leverage relationships for sustainable results. This advanced negotiation course features industry best practices and customized commercial real estate case study, activities, and role playing

Learn and apply the CCIM Interest-based Negotiations Model to your most challenging transactions. Learn new, proven strategies to client acceptance that will get you out of the "high/low game" and other tactics that can derail a successful transaction. Interest-based negotiation is a 3-step process that brings discipline to your negotiation strategies. It involves identifying:

- What parties are involved in the negotiation, and what are they seeking?
- What can we do to get the other parties what they need, so that we can satisfy our clients' needs?
- What happens if there is no agreement?

Through an interactive case study format and role play, you will learn to:

- Satisfy the interests of parties involved in the negotiations without sacrificing your clients
- Develop strategies for identifying and addressing challenges in a principled, transparent manner
- Maintain a collaborative approach to negotiations
- Effectively communicate the consequences of not reaching an agreement

Lunch is provided
Deadline to Register: 5/31/18

**MAHALO TO OUR
CLASS SPONSOR**



ATTENTION CCIM CANDIDATES: This workshop satisfies the Institute's 8-hour negotiation education requirement in earning the CCIM designation.

JUNE 4

Dates: June 4, 2018 Location: 1585 Kapiolani Blvd. #1518, Honolulu, HI 96814
Check In/: 8:00-8:30 am Class Time: 8:30 am—12:00 pm 1:00pm-5:00pm Lunch: 12:00-12:30pm

Cancellation: No Refunds After May 31. No Shows will be billed
7 State of Hawaii CE Credits: must present pocket license & ID upon check-in **Licensees** entering after the class has started will be ineligible for CE credits per the REC

Name _____		Company _____	
Phone _____	Lic # (Indicate RB or RS) _____	Email _____	
Cost	Chapter Member Designee/Candidate/Registered CI 103 students	<input type="checkbox"/>	\$200
	Chapter Member Affiliate/Sponsor Member	<input type="checkbox"/>	\$250
	Non-Member	<input type="checkbox"/>	\$300

Mahalo to our Gold Sponsors

- Abe Lee Seminars
- American Carpet One
- Bank of Hawaii
- BELFOR Property Restoration
- Castle & Cooke
- First Hawaiian Bank
- Interstate Restoration Hawaii
- MW Commercial
- Professional Real Estate Inspectors
- The RMR Group
- Securitas Security Services

Mahalo to our Silver Sponsors

- Fidelity National Title
- Douglas Trade Shows

***This class costs \$370-\$475 if taken online through CCIM Institute

Check (payable to CCIM Hawaii Chapter) Amount \$ _____

Credit Card: Register Online at: <https://squareup.com/market/hawaii-ccim-chapter>

Mahalo to our
Platinum Sponsors



CCIM Hawaii Chapter
P O Box 4068
Honolulu, HI 96812
Ph: 808-528-CCIM(2246)
Fax: 1-866-871-2036

Email: info@ccimhawaii.org
Website:
www.ccimhawaii.org