



19210 S. Vermont Avenue, Building A, Suite 100
Gardena, CA 90248
Phone: (310) 538-0233
www.irwaonline.org

Course 200: Principles of Real Estate Negotiation December 11-12, 2018 Nashville, TN



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.

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

Course Level:

Core

Course Tuition Includes:

Participant Manual

Recommended Materials:

Successful Communication and Negotiation (Textbook)
Available for purchase from IRWA.

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.

200 Principles of R. E. Negotiation December 11-12, 2018

Register online at www.irwaonline.org / Fax this entire page to IRWA HQ: (310) 538-1471

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

(_____) _____ - _____ Yes No
Phone Member Member ID Number

Email Address

| Member Tuition | Non-Member Tuition | Total Tuition Amount |
|----------------|--------------------|----------------------|
| \$415.00 | \$520.00 | _____ |

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 October 22-23, 2018 Nashville, TN

Sponsor: IRWA Chapter 32
Date: December 11-12, 2018
Time: 2 days – 8 AM to 5 PM Daily
City: Nashville, TN

Accommodations:
Holiday Inn Express
5612 Lenox Ave
Nashville, TN 37209
Phone: (615) 353-0700
Fax: (615) 352-0361
Rate: Single/Double - \$149.00 +Tax per night
Contact hotel directly for reservations
Government rates may be available

Class Location:
Tennessee Department of Transportation
Traffic Management Center, 2nd Floor
6603 Centennial Blvd
Nashville, TN 37243-0360
Participant Capacity: 50

Course Coordinator:
Dale Tuggy
408 Landon's Circle
Whitehouse, TN 37188
Phone: (629) 200-1379
Fax: (615) 834-7492
Email: tuggy@croftandassociates.net

Four Ways to Register:
Online: www.irwaonline.org
Fax: (310) 538-1471
Phone: (310) 538-0233, x138
Contact Course Coordinator

Course Instructor:
Mike A. Penick, SR/WA, is Property & Leasing Coordinator and Right-of-Way Manager at Louisville Metro Government; prior to LMG, Mike was employed as a Right-of-Way Agent at HMB Engineers and Presnell Associates, with acquisitions experience since 1998. Mike has a Bachelor's degree in Business Administration from the University of Louisville, and an MBA with International Concentration from McKendree University, with memberships in the honor societies of Phi Kappa Phi and Sigma Beta Delta. In addition, Mike has taught courses for Jefferson County Public Schools' Adult Education Program. Mike has served in all board level positions for IRWA Chapter 25, is currently a Certified Course Coordinator, and the Chapter 25 Education Chair.

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.