



**Center for Career  
Advancement**  
*Education for Your Competitive Edge*

## NEGOTIATION SKILLS

Presented by the SIOR Houston Gulf Coast Chapter

### Course Description

Taught by SIOR Instructor Bill Burgess, CCIM, SIOR, this course offers three phases of the negotiation process that can assist a broker with a commercial lease negotiation. Attend this seminar to refresh your knowledge of negotiation fundamentals and learn new tips and tricks to supplement your negotiation prowess. Topics covered include: key elements in the negotiation process, win/win, setting the stage, and closing techniques.

An application has been submitted to TREC for 4.0 elective CE credits. Non-SIOR's will receive credit for one elective course toward the SIOR designation.

### Course Details

WHERE: Four Oaks Place Conference Center, Houston, TX

WHEN: June 25, 2009, 8:00am – 12:00noon

COST: \$25 SIOR & Commgate Members/ \$40 non-members  
(Checks should be made payable to SIOR Houston.)

CANCELLATION POLICY: Requests for refunds must be made in writing; no refunds will be made after 5:00pm on Monday, June 22, 2009.

Please complete the registration information below and mail with check to:

SIOR Houston  
Attn: Michelle Martin  
Integra Solutions c/o Colliers Intl.  
1300 Post Oak Blvd., 2<sup>nd</sup> Floor  
Houston, TX 77056

Name: \_\_\_\_\_

Tel: \_\_\_\_\_

Company: \_\_\_\_\_

Fax: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Texas Real Estate License # (for CE): \_\_\_\_\_

For questions, please contact Michelle Martin at 713.830.2184 or [michelle@houstonrealty.org](mailto:michelle@houstonrealty.org).