



19210 S. Vermont Avenue, Building A, Suite 100
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www.irwaonline.org

Course 200: Principles of Real Estate Negotiation December 7-8, 2021 Madison, WI



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.

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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

	Registration Deadlines	Member Tuition	Non-Member Tuition	Total Tuition Amount
On and Before:	Nov. 15, 2021	\$415.00	\$520.00	_____
On and After:	Nov. 16, 2021	\$440.00	\$545.00	_____

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 December 7-8, 2021 Madison, WI

Sponsor: IRWA Chapter 17
Date: December 7-8, 2021
Time: 2 days – 8 AM to 5 PM Daily
City: Madison, WI

Class Location:
Holiday Inn & Suites Madison West
1109 Fourier Dr.
Madison, WI 53717
Phone: (608) 826-0500
Participant Capacity: 30

Four Ways to Register:
Online: www.irwaonline.org
Fax: (866) 388-7419
Phone: (310) 538-0233, x138
Contact Course Coordinator

Accommodations:
Holiday Inn & Suites Madison West
1109 Fourier Dr.
Madison, WI 53717
Phone: (608) 826-0500
Rates: Single - \$82 + tax per night / Double - \$92 + tax per night
Contact hotel directly for reservations, and mention IRWA.

Course Coordinator:
Kayla Foulk
7628 Lisa Lane, Apt. 433
Middleton, WI 53562
Phone: (920) 210-7041
Email: kfoulk@coreinc.com

Course Instructor:
Kathy Rudolph, SR/WA, is a real estate specialist with CORRE, Inc. She also serves as the firm's Director of Real Estate Services. Kathy has over 20 years of experience providing acquisition, relocation, property management, and project management for projects throughout Wisconsin. She also has experience as an expert witness for relocation.

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.