

Two great courses by Karel Murray



“Negotiate With Confidence”

Get Results When Interests Collide

Thursday, April 19, 2018, 2:00 – 5:00 p.m., Ramada

(Approval Pending for 3 Hours of CE)

Want to get the best deals and make your next transaction less complicated? This class will help you identify the essential elements to effective negotiation. Learn to identify behavior styles, options, interests, leverage and communication methods that can make or break a negotiation. Learn to achieve the results you want!

and

APPLY ICE!

Build Your Business with the Incredible Customer Experience



Friday, April 20, 2018, 9:00 a.m. – 12:00 p.m., Ramada

(Approval Pending for 3 Hours of CE)

Provide your customers with the ultimate experience. This course will help you learn how to survive amidst constant change, use technology to enhance communication and client connection, generate a genuinely interactive and consumer-centric business, find the tools to create the moments of magic within the customer relationship, and learn to problem-solve and meet client expectations. This is just the tip of the iceberg!!

Featured Instructor: Karel Murray



Karel Murray, DREI is a motivational humorist, Real Estate Business Strategist, Consultant and Author. She engages her audience with a mix of attitude, perspective, humor and relevant content that inspires accountability for achieving results. Karel has presented to over 90,000+ people in her career, her extensive real estate experience as a past managing broker and professional speaking background combine for an incredible attendee experience. She will have you learning how to be innovative and more open minded when it comes to problem solving, communication and leadership—laughing all the way.

Bismarck Mandan Board of REALTORS Continuing Education Registration

REFUND POLICY and Assistance - Full refund (less \$10 processing fee if registration was paid by credit card) may be returned only if notice of cancellation is submitted in writing to the Bismarck Mandan Board of REALTORS® **five days prior** to classes. Refund of half the fee will be returned upon receipt of **written cancellation no later than two days prior to classes**. **NO REFUNDS OR CREDITS THEREAFTER**. Any refunds will be mailed immediately following the seminar. Email refund requests to Heather@bmbor.org or mail to 318 W Apollo Avenue, Bismarck, ND 58503. If you plan on attending the classes and will need assistance relating to a disability, please contact BMBOR(255-0712) as soon as possible.

[Click here to register online](#)

Register by April 13 for the best pricing! After April 13, \$75/ class.

<u>Cost for each course:</u>	<u>REALTOR®</u>	<u>Non-Member</u>
On or before April 13	\$50	\$75
After April 13	\$75	\$100
Walk-in Day of Class	\$85	\$110

Please attach a business card or print:																	
Name																	
Company																	
Address																	
City St Zip																	
Phone																	
Email																	
Method of Payment																	
MC		Visa				Disc				AmEx				Check			
<p><i>Signature:</i> _____ <i>Expiration Date:</i> _____</p> <p style="text-align: center;"><i>Payments will appear on your billing statement as "REALTOR® Association/MLS."</i></p>																	
										<p>I will be attending:</p> <p><input type="checkbox"/> Negotiate With Confidence.. Thursday, April 19, 2-5 p.m., Ramada</p> <p><input type="checkbox"/> APPLY ICE! Friday, April 20, 9 a.m.-12 p.m., Ramada</p>							
<p>Send form and payment to: Bismarck Mandan Board of REALTORS® 318 W Apollo Avenue – Bismarck, ND 58503 Email: Sunne@bmbor.org</p>										<i>Total:</i>				\$ _____			