



INTERNATIONAL RIGHT OF WAY ASSOCIATION

19750 S. Vermont Ave, Suite 220

Torrance, CA 90502

Phone: (310) 538-0233

www.irwaonline.org

Coming Soon!

Course 200:

Principles of Real Estate Negotiation

Course 200: Principles of Real Estate Negotiation

Course Description:

This course presents 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, this course sets the stage for all IRWA Communication courses that follow.

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 Tuition Includes:

Participant's Manual

Recommended Materials:

"Successful Communication and Negotiation" - Textbook

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.

Last Name	First Name
Title	
Company Name	
Address	
City, State, Zip	
() -	<input type="checkbox"/> Yes <input type="checkbox"/> No
Phone	Member
Member ID Number	
Email Address	

If payment includes the fees 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

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

Total Member Registrants: _____
Total Non-Member Registrants: _____

PRINT NAME AS IT APPEARS ON CARD: _____

Amex MC Visa Card #: _____ Exp: _____ 3-Digit CVV: _____

Signature: _____ Amount to be Charged: _____

Course 200: Principles of Real Estate Negotiation

Sponsor: IRWA Chapter 46
Date: March 11-12, 2010
Time: 8:00 AM—5:00 PM Daily
City: Reno, NV

Class Location:
 NV Energy
 6100 Neil Road
 Reno, NV 89511
 Phone: (775) 332-6500

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

Cancellation Policy: All classes scheduled by IRWA chapters are subject to cancellation. All class registrants are encouraged to contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be canceled at any time at the chapter's discretion. Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid course registration, if any, and IRWA and its chapters assume no other registrant liability resulting from class cancellation. Please see irwaonline.org for complete policy details.

Refund Policy: Written notification of intent to cancel registration must be received by both the Course Coordinator and World Headquarters Staff prior to the class start date in order to be eligible for a tuition refund. **100% refund** if notice is received 15 days or more prior to class start date; **75% refund** if notice is received less than 15 days prior; **no refund** will be issued for notice received on or after class start date.

Accommodations: Please visit: www.hotels.com

Atlantis (recommended)
 3800 South Virginia Street
 Reno, NV 89502
 Phone: (775) 825-4700

Course Coordinator:
 Karen SooHoo
 975 Roberta Way, Suite 104B
 Reno, NV 89431
 Phone: (775) 332-6500
 Fax: (775) 332-6510
 Email: karen@property-specialists.net

About the Facilitator:

Clyde B. Johnson, SR/WA, is the Director of Real Estate Services for TBE Group, Inc. after retiring from the Federal Highway Administration with over 30 years of service. He served in the United States Air Force from 1966 until 1969 and began his career in Right-of-Way with the Georgia Department of Transportation in 1973. He served in the Office of Real Estate Services, Washington Office from 1998 through 2002 and was responsible for FHWA's National Training Program and the Highway Beautification Program. He served as the Realty Officer and Project Development Manager (Right-of-Way, Utilities and Environment) in FHWA's Georgia Division from 1986 until 1998 and again from 2002 until his retirement in 2005. He received his B.B.A. and M.B.A. degrees in Real Estate from Georgia State University. He has been a member of the International Right of Way Association (IRWA) since 1978 with a Senior Member Designation (SR/WA) since 1983. He has served as Chairman of the International Transportation Committee and as a Member-at-Large on the International Relocation, Environment and Utilities Committee. In 2002 he was elected as a Trustee on the Right of Way International Education Foundation and the IRWA Editorial Advisory Board. He has published numerous articles on transportation, environmental and outdoor advertising issues and received the IRWA Mark A. Green Scholarship Award in 1991 and 1994. In 1995, he received the IRWA's Frank C. Balfour "Professional of the Year" Award. He has served in IRWA's Carolina's Chapter 31 and in Georgia's Chapter 22. He is a Certified Instructor for the IRWA, the National Highway Institute and served as an instructor for FHWA's Technical Assistance Workshops. He has served as a part-time faculty member in the School of Business, Department of Real Estate at Georgia State University.