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Course 200: Principles of Real Estate Negotiation November 8-9, 2021 Virtual Class -- Sponsored by Chapter 7 -- Michigan



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 Real Estate Negotiation November 8-9, 2021 Virtual Class

Email to Course Coordinator

Last Name First Name

Title

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	_____

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 November 8-9, 2021 Virtual Class

Sponsor: IRWA Chapter 7
Date: November 8-9, 2021
Start Time: 8am Eastern Daily

Class Location:
Newrow Conference Call
Start Time: 8am Eastern Time
Participant Capacity: 20

To Register, contact the Course Coordinator

Course Coordinator:
James J. Aiello, SR/WA
2700 W. Argyle Street
Jackson, MI 49202
Phone: (248) 410-0856
Email: jim.aiello@cai-engr.com

Course Instructor:
Gordon E. MacNair, SR/WA, AACI, P.App.is an Infrastructure Real Estate Consultant who specializes in right of way matters. Up until July 2019, Gord was the Director, Corporate Real Estate Office for the City of Ottawa whose team was responsible for all real estate disciplines including acquisitions/expropriations, disposals, leasing, valuation, land management, and strategic real property initiatives for the City of Ottawa. As well, he was instrumental in creating the Environmental Remediation Unit in 2001 which he oversaw until his recent retirement. Gord is a facilitator for a number of organizations including the AIC, IRWA, BOMI/BOMA and has facilitated various types of seminars across Canada and the U.S. on all facets of right of way. He has published a number of infrastructure real estate articles in both the Canadian Property Valuation and the Right of Way magazines. Gord is also a past recipient of the Balfour Award and Instructor of the Year Award who also served as a Past International President for the International Right of Way Association.

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.