



ED HATCH SEMINAR



***The First 50 People That Register
For This Seminar Will Be Entered In A
Drawing For A \$50 Gift Certificate!***

When: April 16th, 2009

Time: 9:00 am ~ 4:00 pm

Where: Clarion Resort, 10100 Coastal Highway

RSVP: By April 1, 2009

Cost: ***\$50.00***

To Learn More Or To Download A Registration Form Please Visit
www.coastalrealtors.org/public/education

Approved For 3 Hours of Maryland Professional Enhancement CE For The Day

Seminar Schedule & Descriptions

9:00 am ~ 12:00pm

Use Your Head... For a CHANGE!

The goal of education is not knowledge ... it is ACTION! If you have ever been to a great seminar ... loaded with great information ... information that you knew would enhance your business and your life ... and returned home only to bury those notes with others you have taken and never acted upon, it is time for a change. And the power to make that change is within YOU! All it takes is having the "formula for change" and the "strength of purpose" to make it happen.

12:00 pm ~ 1:00 pm

LUNCH BREAK

(Lunch will not be provided)

1:00 pm ~ 4:00 pm

Friendly Persuasion — Effective Negotiating Strategies

Friendly Persuasion is an overview of the most recent innovative negotiating strategies. Seminar includes the three predictable forms of resistance and how each is effectively overcome by applying the "four-principled negotiation model" created by the Harvard Negotiation Project. Attendees will learn how to gain clients' trust and loyalty, determine if their clients are truly motivated and what that motivation is, and effectively handle and answer the most common objections of price and commission.