

Lunch & Learn

Win, Win Negotiations Using your Behavior Styles

Thursday, April 12th, 2018



Guest Speaker:
Vickie Zenker

Topics:

- Understanding Personality Types - DISC
- Power Negotiations
- Critical Elements of Negotiating
- Tactics and Counter-tactics of Negotiating

Lunch sponsored by:



Location:

Greater Antelope Valley
Association of REALTORS®
1112 West Avenue M4
Palmdale, CA 93551

Time:

10:45 a.m.- Check in
11:00 a.m.- 11:30 a.m.- Lunch
11:30 a.m.- 12:30 p.m.- Class

Cost:

\$5.00- GAVAR REALTOR Members
\$10.00- GAVAR MLS Only Members
*No Refunds

Please do not arrive sooner than check in time.

Register:

You can register online at www.gavar.org > pay online or
at the Association Office.

**Last day to register is
Wednesday, April 11th by 5:00 p.m.
If space allows*

*****Out of respect for the speakers & attendees, please do
not arrive later than 10 minutes after the class has
started. You will not be allowed admission.***



Greater Antelope Valley Association of REALTORS®