



RB707- Pitfalls & Possibilities: Market Proof Strategies for Winning in any Market

Course No. 564003260

3 Hour Elective Class

Course Description:

This course equips REALTORS® with the skills needed to negotiate effectively in a rapidly changing marketplace. We focus on real-world strategies for preparing clients, writing stronger offers, navigating compensation conversations, managing multiple-offer situations, and negotiating ethically within current license law and REALTOR® standards. Participants will learn how strong negotiation skills directly impact client outcomes, professionalism, and long-term success.

LOCATION:

THREE RIVERS ASSOCIATION OF REALTORS®

2531 DIVISION ST.
SUITE 102
JOLIET, IL 60435

**Register online at www.trarealtors.net or
call the TRAR office at (815)744-4520**



With Instructor:
Lynn Madison

September 9, 2026

9:00 AM- 12:00 PM

COST:

\$0.00 for Members
\$35.00 for Non-Members

*Payment is required at registration.

** If registrant cancels within 48 hours of class or is a no show, they will be assessed a \$25.00 cancellation fee.

If you require special accommodations due to a disability, please contact Hailey@trarealtors.net to describe the accommodation.