

Best Practices in Real Estate Leasing & Selling - Communication & Negotiation Skills

The Properties Sales Training Guide

What you stand to gain:

Your active and interested participation in the Sales Training Guide will provide you with the opportunity to realize these personal benefits:

- You will strengthen your professional capacity by developing your ability to organize and communicate your services more effectively to both your clients and your management, and by acquiring standards that you can use to direct, evaluate, and improve your personal sales goals.
- You will enhance your opportunity for personal growth and by developing methods, skills, and tools that will enable you to become more productive and profitable.
- You will derive a greater sense of personal satisfaction from performance of your sales process with clients as you become more proficient in achieving tangible results from your calling efforts.
- You will be able to get more done in less time as you improve your ability to organize and execute your business development responsibilities.
- You will be able to distinguish the best buyers and the best leasers

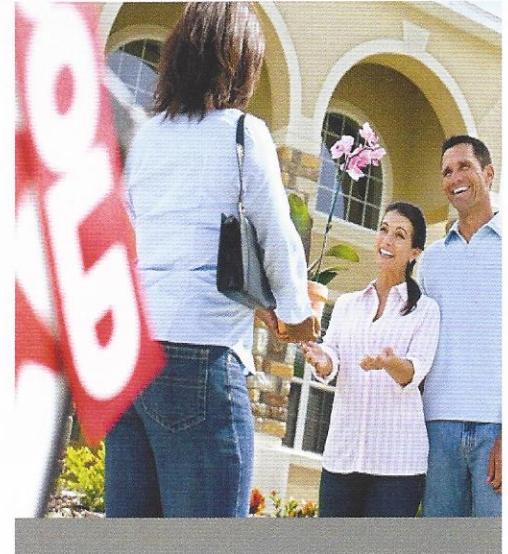
This course will introduce a set of useful tips and guidelines that will help you sharpen your practical communication and negotiation skills across the various forms of business communication including email, phone, face to face and instant messaging communication.

Course Objectives

- Strengthening relationships with various clients hence building a solid portfolio.
- Closing more deals in an efficient and effective manner.
- Meeting demands by eliciting information effectively.
- Managing one's own emotions, social and business networks.
- Resolving misunderstandings and disputes while maintaining a professional mind-set.

Who should attend?

This course is ideal for aspiring real estate professional. Anyone working within a service and support environment, and those who are seeking an industry recognized communication and negotiation skills certification.



Accredited by



MENARES
MIDDLE EAST NORTH AFRICA REAL ESTATE SOCIETY

19 Oct 2014
9 am - 2 pm

The Westin
Bahrain City Centre
Al-Seef District
Manama
Kingdom of Bahrain

BHD 200/-



Course Details

The Sales Training Guide in which you are about to participate is designed to help you obtain informative tools and insight that can be utilized to help compete in this challenging environment. Implementing ideas and a plan that can be career & income changing, in fact it might even be a life changing experience!

- Focusing on Real estate "instincts" that allow you to make the right decision in these situations doesn't come over night. Like anything valuable it takes time to develop.
- These valuable pointers will cut down on some of that Time and will make you more efficient!
- Everyone dreams of having their own home or apartment, but is everyone capable of buying their own home or apartment?
- You will also have the knowledge, power, and capability to convince end users to lease or buy, because end users will trust your professionalism at your line of work.

Communication Skills

Solid communication skills are vitally important to the success in business and in life. Many business relationships begin through a "cold call" or some other impromptu conversation. As such, a first impression is everything. Real Estate Professionals do not want to stumble through their first conversation with a potential client, business partner, or potential customer due to a lack of communication skills. Therefore, learning how to effectively communicate with another is extremely important.

Effective Communication Skills is a training course which will help real estate professionals to express themselves more effectively, have more influence with their clients and colleagues and appear more confident in front of others. It will share with them a set of useful tips and guidelines that will help them sharpen their practical communication skills across the various forms of business communication including email, phone, face to face and instant messaging communication.

Negotiation Skills

The real estate brokers are not immune from today's challenges. While opportunities are still emerging, the rules have changed, and a new approach to identifying and capitalizing on opportunities in a challenging business environment is required.

To negotiate effectively in Real Estate a person should conduct a proper research on the self strength and weaknesses visa- vis the strength and weaknesses of the other side. In the negotiation table, it will all depend upon how one can keep up with the nerve. Thus, it is very important to know the bottom-line of the price where the negotiator can settle. The body language is also extremely important in negotiation.

Biography of the Trainer



Hiba Jaber graduated in 1993 from the University of Illinois in Chicago with a bachelor degree in Accounting. Over the Hiba Jaber graduated in 1993 from the University of Illinois in Chicago with a bachelor degree in Accounting. Over the auditor on large audit engagements. In 2000, Hiba moved with her husband and two sons to Dubai where she worked for The American Business Council as The Director of Membership. From 2006 to 2010, Hiba joined Landmark Properties, a conducted DREI sponsored training programs to real estate professionals: "Best Practices in Real Estate Leasing and conducted DREI sponsored training programs to real estate professionals: "Best Practices in Real Estate Leasing and conducted DREI sponsored training programs to real estate professionals: "Best Practices in Real Estate Leasing and Selling" and "How to Sell Real-Estate during the Crisis".

