

North Dakota Association of REALTORS® presents:

## In-Person or Virtual (Zoom) Education



Ramada Bismarck Hotel  
1400 E. Interchange Ave  
Bismarck, ND 58501

### October 12 & 13, 2021

**Tuesday, October 12**

**8:30 – 11:30 am**

**“Negotiate Like a Pro”**

Instructor: *Mark Given*

*3 hours ND elective CE Approved - (CE23-04-C)*

Course will establish a careful examination of the “what”, “how”, and “why” of negotiating with clients, peers, and competitors. The session will also focus on what Experts, Authors, Universities, Psychologists and Master Agents do to succeed in negotiations as it applies to today’s real estate clients, peers and competitors in real property scenarios.

**Tuesday, October 12**

**1:00 – 4:00 pm**

**“Trust Based Ethics” (Meets Code of Ethics Requirement)**

Instructor: *Mark Given*

*3 hours ND elective CE Approved - (CE23-05-C)*

Course covers the analysis and employment of concepts such as right, wrong, good, evil, and responsibility. Designed and presented to help establish and practice ethics in your daily business. Mark’s presentation is instructive, humorous, and enlightening and will assist you in training new and experienced agents the importance of ethical behavior in all representation scenarios. A valuable tool to remind agents of their responsibility to their current clients and peers.

**Wednesday, October 13**

**8:30 – 11:30 am**

**Real Estate Safety Matters: Safe Business = Smart Business**

Instructors: *Kristin Oban & Jasmin Kemp*

*3 hours ND elective CE Approved - (CE23-01-C)*

This three-hour course was created by the National Association of REALTORS® and the REALTOR® Safety Program. Learn how you can easily keep business risks low while increasing opportunities for growth by: Realizing your exposure to risk while following safety best practices when showing property, conducting an open house, working in the office, and driving alone or with clients or customers. Also, learn how to quickly assess a potentially dangerous situation and take appropriate action.

### About the Instructors:

Mark Given is a 20-year REALTOR® and founder of the Trust Based Philosophy. He is an Amazon #1 Best Selling Author of 10 books and is recognized worldwide as an authority on creating and maintaining deeper personal and business relationships.

<https://www.linkedin.com/in/markgiven/>

<https://www.facebook.com/MarkGivenSeminars/>

<https://www.instagram.com/markgiven/>

<https://twitter.com/markgiven>



Kristin Oban (Century 21 Morrison Realty, Bismarck) & Jasmine Kemp (RE/MAX Bakken Realty, Williston) are both members of the NDAR Safety Work Group. Both have been trained to present this class through NAR - devoting the necessary hours to become certified instructors.

**LAST CHANCE  
FOR CE THIS YEAR**

Licensees may take as little as 3 hours or as many as 9 hours during this education series.

**IN-PERSON CLASSES COULD BE CHANGED TO ALL VIRTUAL ONLINE DEPENDING ON COVID – YOU WILL BE NOTIFIED IF CHANGES ARE MADE.**

**KEEP YOUR CE CERTIFICATES!**

Each REALTOR®/Licensee is responsible for keeping their CE certificates. If you have lost a certificate you will have to get a duplicate from the entity that sponsored the course you attended.

**REFUND POLICY**

Full refund (less \$10 processing fee if registration was paid by credit card) may be returned only if notice of cancellation is submitted in writing to the ND Association of REALTORS® **five days prior** to classes. Refund of half the fee will be returned upon receipt of **written cancellation no later than two days prior to classes**. NO REFUNDS OR CREDITS THEREAFTER. Any refunds will be

mailed immediately following the seminar. Email refund requests to [robyn@ndrealtors.com](mailto:robyn@ndrealtors.com) or mail to NDAR at 1616 Capitol Way – Bismarck, ND 58501

**ATTENTION BROKERS!!**

Every North Dakota licensee (except those that are exempt) will need 9 hours of continuing education by November 15, 2021.

The Designated Broker is required to certify to the Real Estate Commission that each renewing licensee has completed the CE hours when renewing licenses. Therefore, the licensee and the Designated Broker must retain copies of all education forms and certificates for their own records.

**Online Registration Link Below:**

<https://rogorman.wufoo.com/forms/xqcxsxa30nlvmpw/>

**Note:** You will have an online payment option directly from registration page (will re-direct you), or can also send a check after online registration! No log-in required.



Check here if you plan on attending the classes and will need assistance relating to a disability.

**Please attach a business card or print:**

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Email: \_\_\_\_\_

MC     Visa     Disc     AmEx     Check

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**3-digit code** \_\_\_\_\_

**Exp** \_\_\_\_\_      **Signature** \_\_\_\_\_

**Send form and payment to:**

NDAR  
1616 Capitol Way – Bismarck, ND 58501  
[robyn@ndrealtors.com](mailto:robyn@ndrealtors.com)



ND REALTOR®	Prior to Oct 4	Oct 4-11	Walk In
<input type="checkbox"/> Negotiate Like a Pro	\$50	\$75	\$85
<input type="checkbox"/> Trust Based Ethics	\$50	\$75	\$85
<input type="checkbox"/> Real Estate Safety Matters: Safe Business = Smart Business	\$25	\$50	\$60
<b>Virtual Zoom</b> <input type="checkbox"/> <b>In-Person</b> <input type="checkbox"/>			
Non-Member	Prior to Oct 4	Oct 4-11	Walk In
<input type="checkbox"/> Negotiate Like a Pro	\$75	\$100	\$110
<input type="checkbox"/> Trust Based Ethics	\$75	\$100	\$110
<input type="checkbox"/> Real Estate Safety Matters: Safe Business = Smart Business	\$50	\$75	\$85

**Calculate your total:**

# of \_\_\_\_\_ X \_\_\_\_\_ = \$ \_\_\_\_\_  
classes \_\_\_\_\_ fee \_\_\_\_\_

*Please note: Price is per class.  
(ex: If registering on October 5 taking all three classes, the total cost is \$125 for NDAR members & \$200 for non-members.*

**For Office Use Only**

Date: \_\_\_\_\_ Amt: \_\_\_\_\_ Ck #: \_\_\_\_\_ EC#: \_\_\_\_\_