

Join Us Now...



Top Negotiating Tools!

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The Ellis Companies

Enhancing Employee and Customer Experience

Your industry partner for over 30 years

- ❖ Apartment Mystery Shopping
- ❖ Prospect & Resident Surveys
- ❖ Ratings & Reviews
- ❖ eLearning (Online Training)
- ❖ Customized Training & Coaching

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Learner Dashboard – It's THIS Easy!

The screenshot shows the edge2learn Learner Dashboard. At the top, the logo 'edge2learn' is on the left, and a navigation bar contains 'Home', 'Course Library', 'Achievements', and 'Live Sessions'. Below the navigation bar, a green callout box says 'Easily view your course requirements and achievements'. The main dashboard area has a dark background with four circular progress indicators: 'To do' with the number 3, 'Overdue' with the number 1, 'Completed' with the number 0, and a 'Login Week Streak' of 13. A 'Total 3' badge is also present. Below these indicators, a green callout box on the left says 'Launch training from your Dashboard'. The dashboard lists three courses: 'E2L: Fair Housing Series' (Overdue Sep 29, 2017), 'E2L: Customer Service Series for Maintenance' (Due Oct 6, 2017), and 'E2L: Leasing Series' (Due Mar 21, 2018). On the right, a 'News' section features a callout box that says 'Company Announcements display in your news feed' and a news item: 'We welcome Kim Smith, our new Community Director at Willow Glen!'. The news item is dated '12 days ago'.

edge2learn

Home Course Library Achievements Live Sessions

Welcome, E2L Account Management

Easily view your course requirements and achievements

To do 3

Overdue 1

Completed 0

13 Login Week Streak

Total 3

Launch training from your Dashboard

All In Progress Overdue Not Started

RENTAL AGREEMENT

E2L: Fair Housing Series
Overdue Sep 29, 2017

E2L: Customer Service Series for Maintenance
Due Oct 6, 2017

E2L: Leasing Series
Due Mar 21, 2018

News

We welcome Kim Smith, our new Community Director at Willow Glen!

Company Announcements display in your news feed

12 days ago

info@edge2learn.com | edge2learn.com

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Thank you for joining us today!
Want to learn more?



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MEET YOUR SPEAKER

Susan Weston



- Susan has operated The Susan Weston Company since 2010, consulting and training in the multifamily industry.
- She has over 30 years in executive capacities in Operations, Human Resources and Learning & Development.
- Susan is a Certified Apartment Manager, a Certified Apartment Portfolio Supervisor and a Subject Matter Expert for the National Apartment Association Education Institute
- She is a member of NAAEI Senior Faculty and a licensed Texas real estate broker.

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Tips and Techniques for Better Negotiation

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Just for Women

- Women earn about 80% of what men earn
- Women do not speak up for themselves or negotiate for a better deal.
- Good Morning America Experiment



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SIX TIPS TO NEGOTIATE LIKE THE PROS

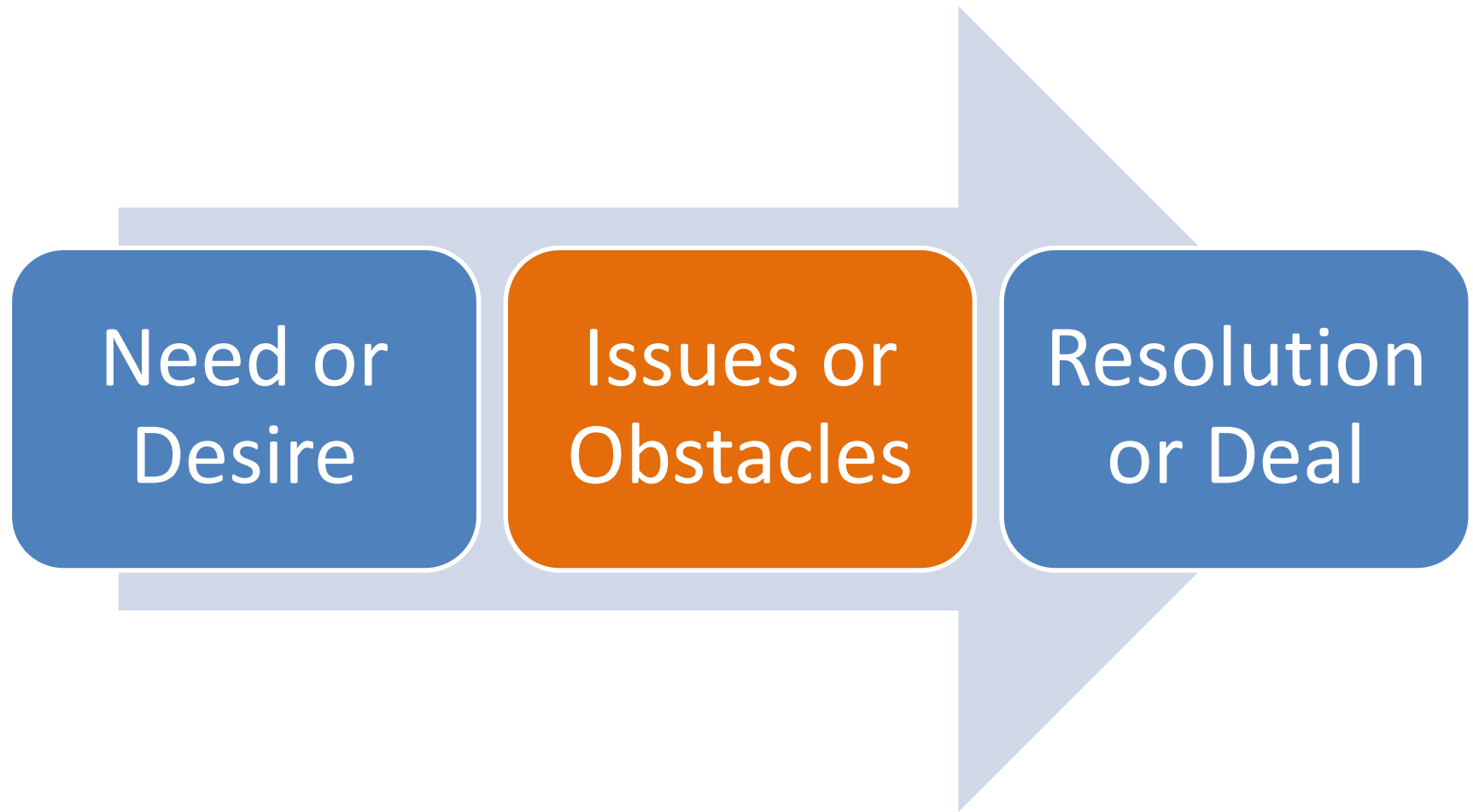
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1. Organize Your Thoughts



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2. Think THROUGH, not ABOUT



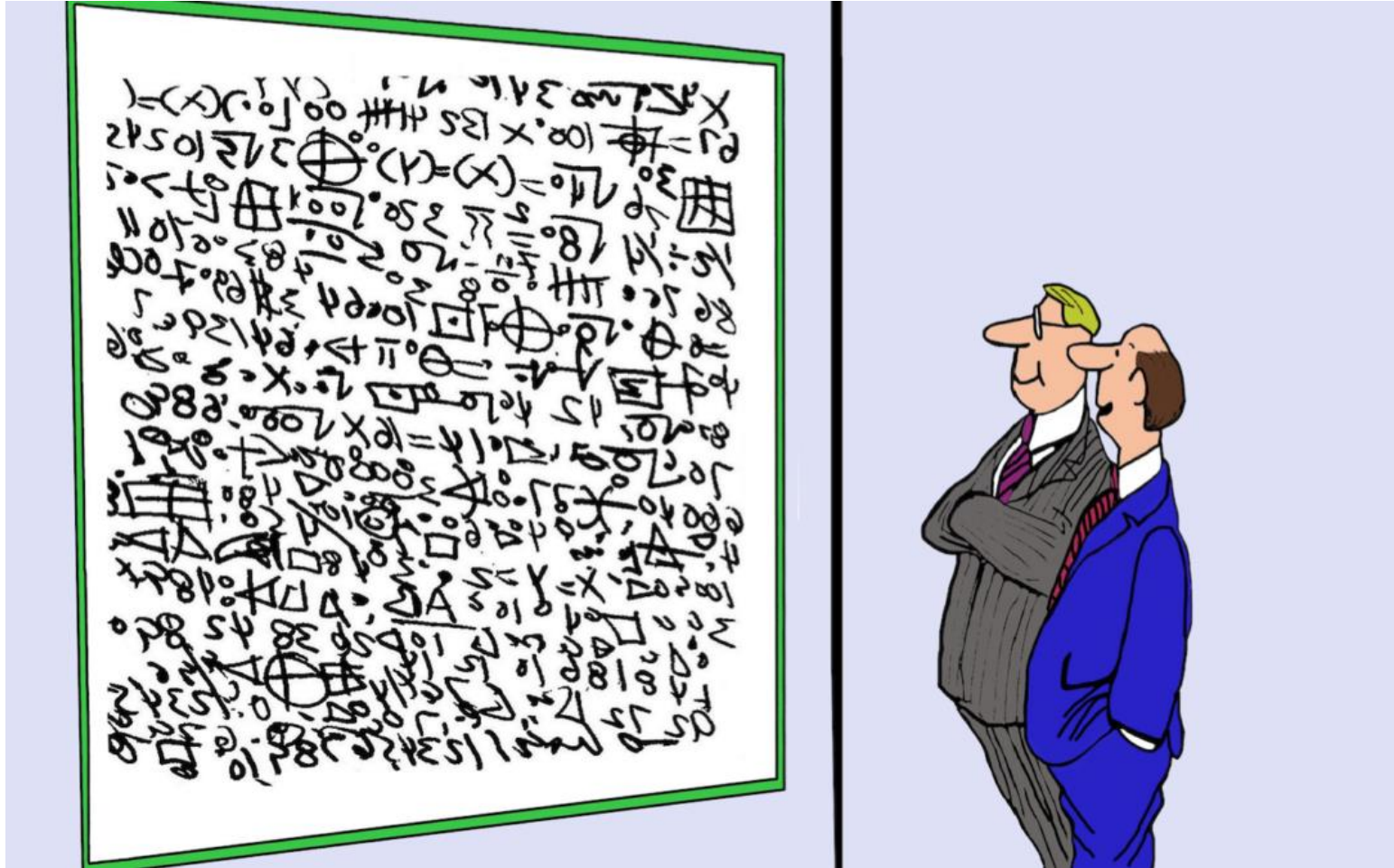
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3. Actions Speaker Louder than Words

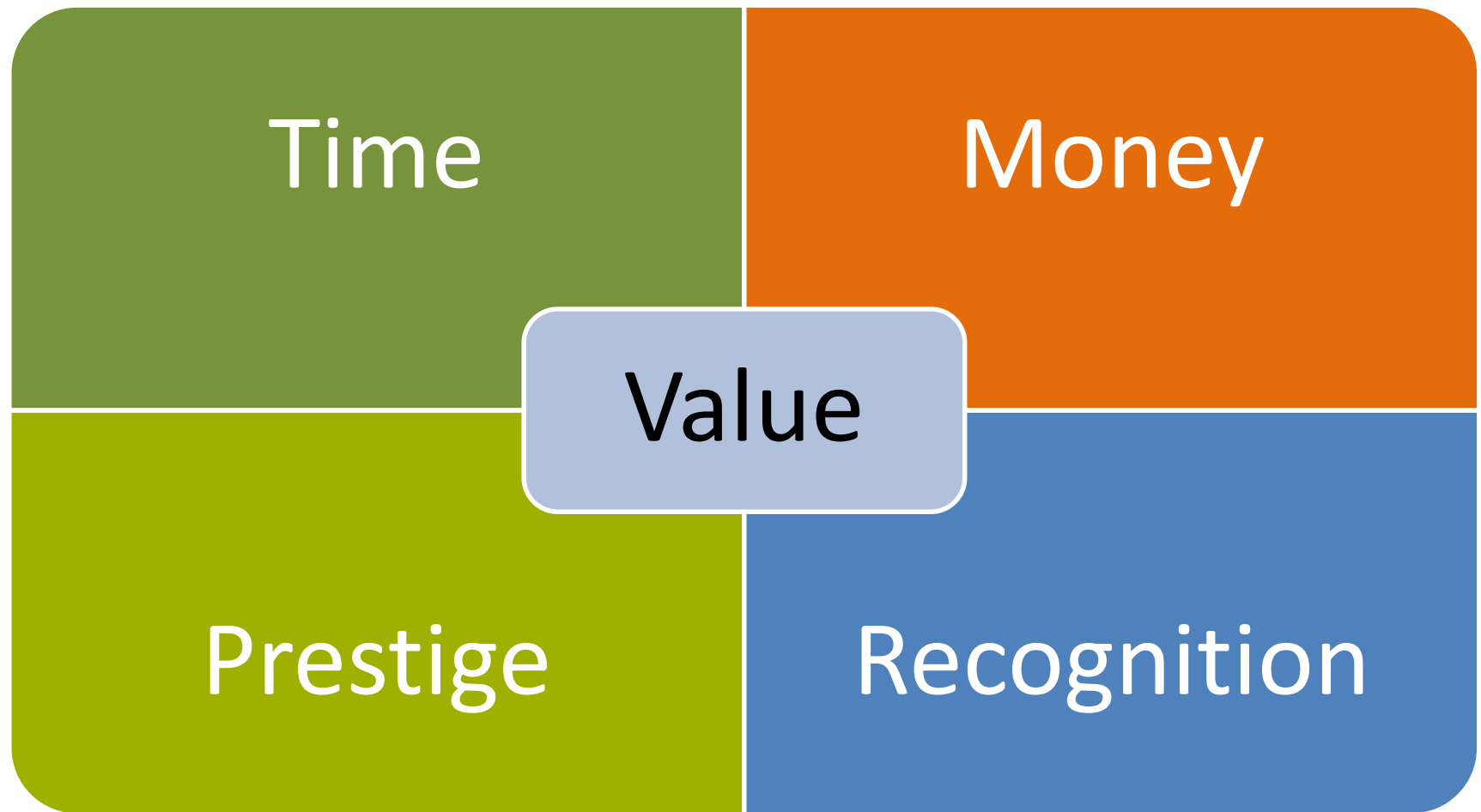


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4. Be Concise



5. Sell the Benefits!

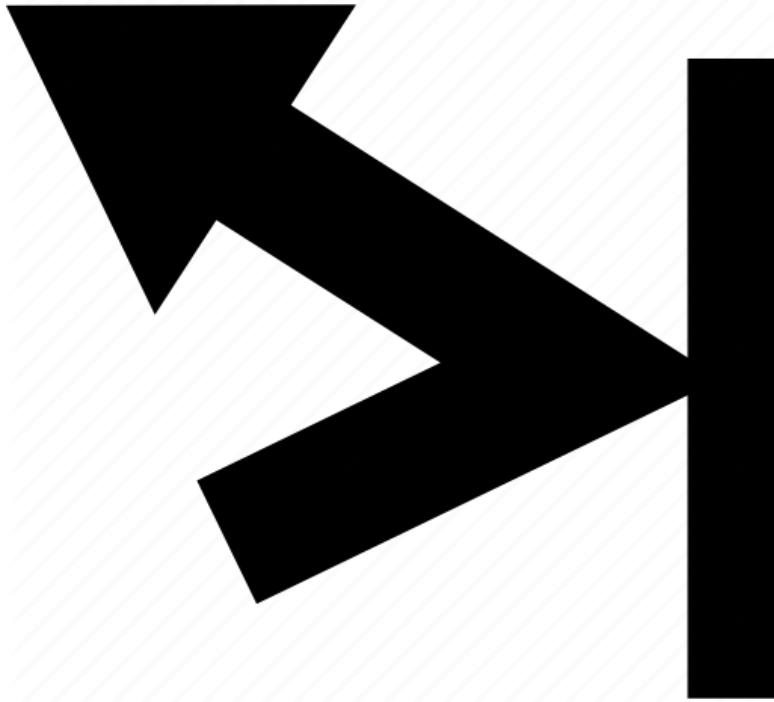


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6. Listen Carefully



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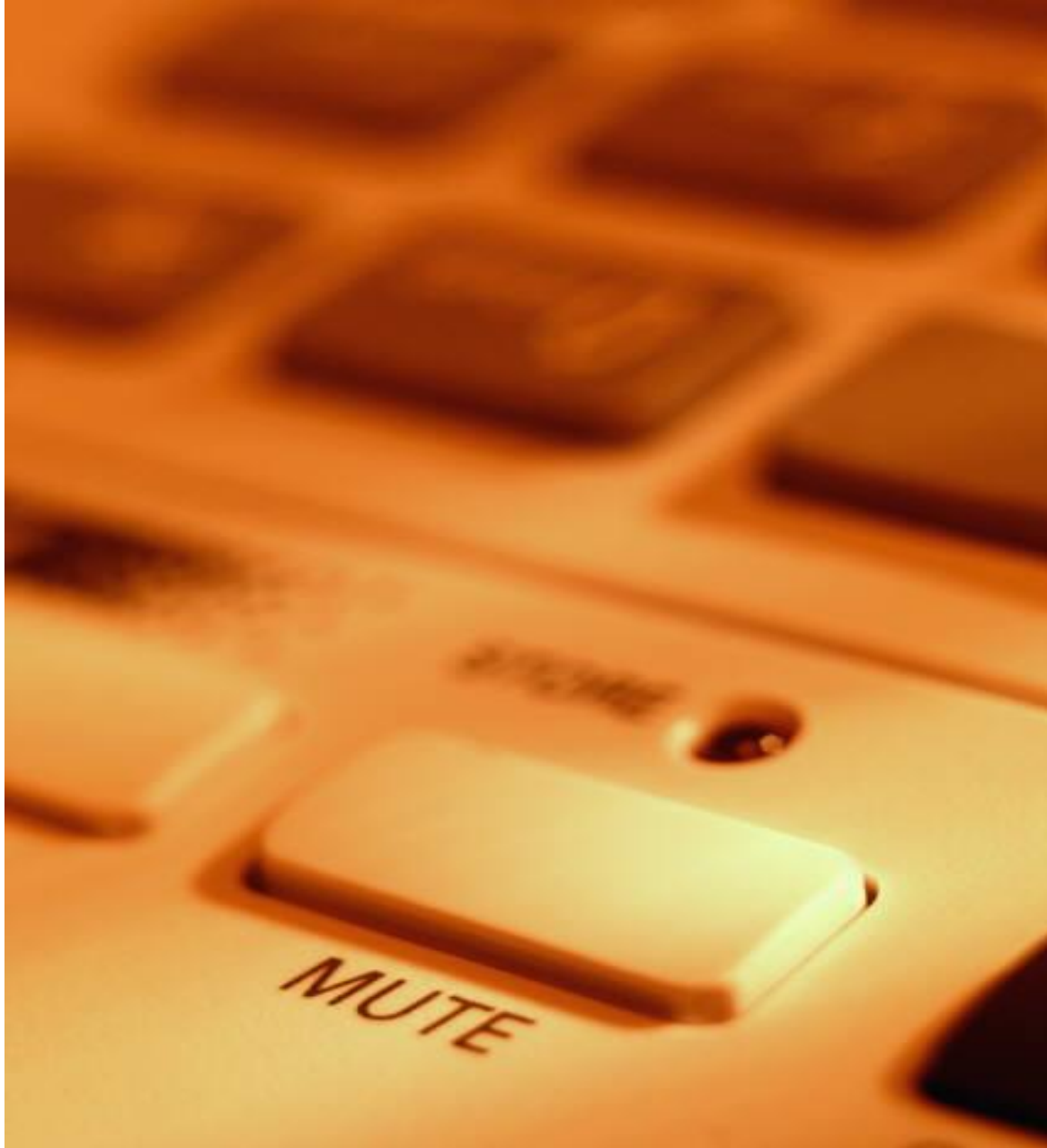


How to deflect the Top 10 Negotiation Tactics

Negotiating or Being Negotiated?

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One Final Tip!





**BE A Successful
negotiator!**

Thank you!

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Questions?



Upcoming Webinar



Presenter: Rick Ellis

Powerful Telephone Techniques!

Thursday, March 7, 2019

1:00 PM – 1:30 PM CT

Register at www.epmsonline.com

Thank You for joining The Ellis Companies!

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- ❖ Prospect & Resident Surveys
- ❖ Ratings & Reviews
- ❖ eLearning (Online Training)
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