

Power Session 10: Negotiate the Deal – Find Common Ground for Win-Win Agreements

Timing Illustration	Power Session Headings	Notes on Content	Exercise Names	Time for ...	
				Faculty	Cappers in Training
<div style="display: flex; justify-content: space-between;"> Faculty Cappers </div> <div style="border: 1px solid gray; background-color: #e0e0e0; padding: 5px; margin: 5px 0;">Prep for class</div> <div style="border: 1px solid gray; background-color: #e0e0e0; padding: 5px; margin: 5px 0;">Expectations</div> <div style="border: 1px solid gray; background-color: #e0e0e0; padding: 5px; margin: 5px 0;">Action Reveal</div>	Prepare for Class	<ul style="list-style-type: none"> • Read the Power Session and Instructor notes completely, and prepare your lesson plan for teaching. • Review the Mission for the day and preview the videos that Cappers in Training are watching. • Prepare to show the in-class videos. • Set the tone for an energized and successful class! 		30 mins minimum prep time.	
	Today's Expectations	<ul style="list-style-type: none"> • Commit to expectations for the day's Power Session. 		5 mins	5 mins
	Action Reveal	Hold agents accountable for what it takes to build and grow their business. <ol style="list-style-type: none"> 1. Mission 2. Daily 10/4 3. Real Play Calls 	<ol style="list-style-type: none"> 1. Review and debrief the Mission 2. Ask each person to report on their Daily 10/4 activities. Discuss wins and opportunities. 3. Smile and dial! 	<ol style="list-style-type: none"> 1. Q&A discussion about the Mission. 2. Report Out on Daily 10/4 3. Your Turn - Lead Generate for Business 	5 mins

Faculty Cappers Get Your Head in the Game Make It Happen Putting It All Together Aha's Resources	Get Your Head in the Game	Establish mindset for the day's topic. Negotiations are an integral part of most real estate transactions.	Discussion on negotiations	5 mins	5 mins
	Make It Happen	Negotiation - Bargaining (give and take) process between two or more parties (each with its own aims, needs, and viewpoints) seeking to discover a common ground and reach an agreement to settle a matter of mutual concern or resolve a conflict.	<ol style="list-style-type: none"> 1. Video "Negotiating" 2. Negotiation Tips 3. Your Turn – Prepare to Negotiate 4. Your Turn – Nonverbal Cues 5. Your Turn – Positioning 6. Your Turn – Negotiate a Counteroffer 	<ol style="list-style-type: none"> 1. 5 mins 2. 10 mins 3. 5 mins 4. 5 mins 5. 5 mins 6. 5 mins 	<ol style="list-style-type: none"> 1. 5 mins 2. 5 mins 3. 15 mins 4. 10 mins 5. 15 mins 6. 30 mins
	Putting It All Together <ul style="list-style-type: none"> • Action Plan • Prepare for Next Class • Recall and Remember 	Prepare students for the work they will do before the next Ignite Power Session.		2 mins	5 mins
	From Aha's to Achievement	Discuss Aha's from today's session.			5 mins
	Enhance Your Learning	Resources for further study, for job aids, and more.			5 mins

TOTAL SESSION TIME: Approximately 3 hours