BECOME A CERTIFIED NEGOTIATION EXPERT (CNE®)

More Than a Certification. A Complete Business-Building Toolkit.

When agents earn the CNE® designation, they gain access to professional resources designed to help them strengthen client relationships, communicate value, and stand out in a competitive market, including:

Negotiation Planning Tools	• Complete negotiation planning guides • Structured negotiation worksheets • Buyer offer presentation templates • Real-world negotiation frameworks
Ready-to-Use Scripts & Communication Resources	• Professional scripts for common real estate scenarios • Persuasion-based communication templates • Information-gathering resources for buyer and seller conversations • Customizable worksheets and forms
Client Presentation Materials	• Consumer-friendly negotiation summaries • Client education resources • Feedback and testimonial collection tools • Presentation templates to reinforce professional value
Marketing & Branding Assets	• Official CNE® Digital Badge for marketing materials • Social media announcement graphics • Client-facing promotional materials • Value proposition examples and marketing resources
Referral & Business Growth Resources	• Materials designed to support client acquisition • Resources for generating referrals and testimonials • Proven methods for showcasing negotiation expertise • Practical strategies for communicating your unique value
Professional Resource Library	• Downloadable templates • Fillable forms • Training support materials • Comprehensive implementation guides

Earn the certification. Gain the tools. Elevate your value.

How to Apply for Your Certified Negotiation Expert CNE® Certification through Superior School of Real Estate

Students who complete both of the following CE elective courses may apply to earn the Certified Negotiation Expert CNE® certification:

- **Negotiation 1: Negotiation Foundation, Styles, and Building Trust**
- **Negotiation 2: Establishing Value and Ethical Persuasion for Real Estate Success**

These courses may be taken for regular CE elective credit only. However, if you complete both courses and would like to earn the CNE® certification, you will need to complete the certification application process.

Step 1: Submit Your Application

Email the following to **SuperiorCNE@colibrigroup.com**

- Completed CNE® Application
- Negotiation 1 Completion Certificate
- Negotiation 2 Completion Certificate

Step 2: Application Review

Superior School of Real Estate will review your documentation to verify eligibility.

Step 3: Complete Payment

Once your application has been approved, you will receive an email containing a secure payment link to complete the $100 CNE® certification fee.

Step 4: Access Your CNE® Materials

After payment has been completed:

- Your CNE® Certificate will be available in your student dashboard.
- Additional CNE® resources and materials will also be available.
- You may begin using the CNE® certification in accordance with the provided guidelines.

Certified Negotiation Expert CNE® Certification Application

Use this application to apply for the Certified Negotiation Expert CNE® certification after completing Negotiation 1 and Negotiation 2 through a REALTOR® Association, Board, or other approved education provider.

Course completion does not automatically award the certification. Submit this application with proof of completion for both courses. Eligible applicants will receive payment instructions for the $100 CNE® certification fee. Certificates and certification materials will be released in the student dashboard after payment is received.

Applicant Information

Name: _____ **NC License #:** _____

Firm/Brokerage: _____

Association/Board: _____

Address: _____

City/State/Zip: _____ **Phone:** _____

Email: _____

Course Completion Information

Attach certificates for both courses.

Negotiation 1: Negotiation Foundation, Styles, and Building Trust
(#4129 in-person / #4130 synchronous)

Date Completed: _____ **Provider/Association:** _____
Certificate Attached: ☐ Yes ☐ No

Negotiation 2: Establishing Value and Ethical Persuasion for Real Estate Success
(#4131 in-person / #4132 synchronous)

Date Completed: _____ **Provider/Association:** _____
Certificate Attached: ☐ Yes ☐ No

Certification

Initial each statement:

_____ I completed both required courses and attached both completion certificates.

_____ I understand this application does not automatically award the CNE® certification.

_____ I understand I must pay the $100 certification fee after eligibility review.

_____ I understand certification materials are released after all requirements and payment are complete.

_____ I understand NCREC approves courses for 4-hour CE elective credit. NCREC does not approve or certify specialty certifications.

Signature

I certify that the information provided is true and accurate.

Applicant Signature: _____ **Date:** _____

Submission Instructions

Email completed application and both completion certificates to:

SuperiorCNE@colibrigroup.com

Subject: CNE Certification Application – [Applicant Name]

Questions? Contact Maribeth Damron, Customer Success Manager, Superior School of Real Estate | 704.369.5511 | **mdamron@superiorschoolnc.com**