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Fox Residential agents achieve CNE designation

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Fox Residential agents Roni Cowan and Karen Gorstayn have been awarded a Certified Negotiation Expert (CNE) designation after completing the Real Estate Board of New York's (REBNY) comprehensive course. Considered one of the leading certifications in the industry, it provides agents and brokers with a platform for securing and closing transactions.

"Roni and Karen have a passion for their work and are constantly looking for new and better ways to improve their careers," said Barbara Fox, president and founder of Fox Residential Group. "I am proud and excited that they have taken the initiative to become experts in negotiations, with a whole new box of bargaining tools."

The course, created in 2006 by Tom Hayman, CEO and owner of Negotiation Expertise, is offered at REBNY through the Real Estate Negotiation Institute (RENI). A combination of group discussions, case studies, and interactive role-playing exercises provide students with important skills needed to confidently and successfully reach agreements in a wide array of situations.

Roni Cowan has been an agent with Fox Residential for 25 years. Her sales have included apartments and townhouses in many popular locations including the Upper East Side and Midtown West and East.

Karen Gorstayn has been an agent with Fox residential for three years, with a focus on apartment sales and rentals in Manhattan and Brooklyn.

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