

OCTOBER 16, 2013 - FOX RESIDENTIAL GROUP IN THE NEWS

WHO'S NEWS

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 Cowan

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.



Karen Gorstayn

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.