



Sally P. Negotiator

Education

Big Time State University
BS Business

FHWA-NHI Uniform Act
Course # 141045
Online 9-17-2012

FHWA-NHI Various Courses
Online/live 100+ hours

IRWA
Online/Live 272 hours
2015 Education Conference

Real Estate CE
Online/Live 700 + hours

Licenses & Certifications

North Dakota RE Broker
License # 1111 since 2015
California RE Broker
License # 555111 since 1995

North Dakota Notary Public
Expires 11-2-2018

IRWA RW/NAC

IRWA SR/WA Candidate

Organizations

IRWA Chapter 72
Member since 2013
Transportation Chair
Int'l Transportation
Committee

National Association of
REALTORS®, since 1999

Ms. Negotiator has more than twenty years of Real Estate experience including the last 5 years negotiating Right of Way for transportation projects. She also has experience listing and selling foreclosed properties for various banks in North Dakota and California. Her foreclosure and ROW work call on her ability to negotiate calmly and diplomatically, ensure documents and legal papers are correct, and examine and cure title. Over the past 5 years she has worked on NDDOT projects including:

PCN 21594 Highway 1804 east of Williston
Sally was the NDDOT tech support for the Consultant on this project with more than 30 landowners.

PCN 21288 Downtown ADA work, Grafton ND.
Sally worked with local and national businesses, along with private landowners, to negotiate TCE's for ADA ramps. She explained the scope, timing and funding of the project along with the Federal ADA requirements.

PCN 19755 Bridge widening Hwy 81 rural ND
Sally resolved fencing and animal issues affected by the acquisition.

Additional ROW skills:

Borrow and Waste Options
Presentations to City Council Meetings
Title Curative
Ability to read plats and plan sheets

What else have you done related to ROW

Additional Projects

Texas DOT – Interstate 10 ...
Utah DOT – State Highway from St. George to Lodi
SDG&E – electrical transmission line
Nashville TN – underground utilities project
Rural IL – wind farm project
Main St, NE – what other types of projects

If you don't have much ROW experience list other work experience that would apply to ROW work.