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Practical Negotiations for U.S. Federal Funded Land Acquisitions

207 - Practical Negotiations for U.S. Federal and Federally Assisted Projects

February 10-11, 2026

Virtual Class

Credits: 16 QEU/CEU

Credentialing

- **New SR/WA:** An intermediate elective course that can be applied towards the SR/WA designation.
- **Specialist:** An intermediate required course for the R/W-URAC certification; an intermediate elective course that can be applied towards the R/W-AMC, R/W-EC, and R/W-NAC certifications.

Topics

At the conclusion of the two days, the participants will be able to:

Demonstrate a basic knowledge of the requirements, as they relate to negotiations for Federal and federally assisted projects under the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, as amended.

Develop an understanding of negotiating styles.

Use practical approaches and tips to improve right of way acquisition settlement rates.

Course Tuition Includes

- Participant Manual

Recommended Material

- *Successful Communication and Negotiation* Textbook (separate purchase; available through [IRWA's Publication Store](#))

Instructor

Krista Chambers, SR/WA & Cyndi Whelpley, SR/WA, R/W-RAC

207 - Practical Negotiations for U.S. Federal and Federally Assisted

Instructor

Krista Chambers, SR/WA embarked on her right of way career with the Montana Department of Transportation (MDT) in Great Falls, MT. Over her years at MDT, she honed her expertise in complex negotiations, managing extensive right of way projects across the vast landscapes of Big Sky Country. In 2018, Krista transitioned to HDR Engineering Inc. as a Project Manager. Her relentless dedication soon propelled her into the role of ROW/Real Estate Services Manager for Washington State. In this capacity, she managed all facets of right of way delivery for large-scale infrastructure projects, including MegaProgram initiatives for WSDOT and Sound Transit. Her leadership and expertise were instrumental in navigating complex regulatory environments, fostering strong stakeholder relationships, and delivering projects that significantly enhanced the region's transportation infrastructure. Drawing on her extensive experience in both public service and consulting, Krista, along with her two daughters, founded Rocky Mountain Land Solutions (a WOSB) in 2024 and partnered with Verdanterra LLC, an engineering, survey and environmental firm. Together, they form an unparalleled team, delivering comprehensive and innovative infrastructure solutions nationwide. Krista's academic credentials include a bachelor's degree in communications from Montana State University. She currently serves as the IRWA Region 7 Chair, is an IRWA CLIMB Certified Instructor, and a member of the International Professional Education Committee (Instructor Development). Her accolades include the IRWA 2021 W. Howard Armstrong Instructor of the Year and the IRWA 2018 Region 7 Professional of the Year.

Cyndi Whelpley, SR/WA, R/W-RAC started her right of way career with Caltrans in 1992 after graduating from San Diego State University with a bachelor's degree in public administration. She moved to Washington state in 2000 and has worked for Puget Sound Energy, the Washington State Dept. of Transportation and on local agency projects with Universal Field Services, Inc. Cyndi is currently a Project Manager with HDR, Inc. based in their Everett office. She has also served in the U.S. Naval Reserves with Seabee battalions in the Pacific Fleet, NAS Whidbey Island VR-61 squadron and as a Protocol Officer with the Vice Admiral of the Naval Reserve in New Orleans. Cyndi is a past recipient of the Chapter 4 Professional of the Year award, 2018 Balfour Award Finalist and 2020 Region Professional of the Year. She currently serves as Treasurer of the International Executive Committee. She has earned a master's degree in organizational leadership from Chapman College and completed the University of Washington's Project Management Certification program. Cyndi has a heart of service and actively involved in her community with the Rotary International, Soroptomist International of the Americas and serving as a Board member on the Scleroderma Foundation of the Northwest Chapter.

Location

Newrow Conference Call Participant Capacity: 20
Start Time: 8am Pacific

Course Coordinator

Jonathan Quan
Phone: (626)840-0113
E-mail: jonathan.quan@lacity.org

IRWA Member
Tuition

\$415.00

IRWA Non-Member
Tuition

\$575.00

PDF of Course
Materials

FREE

Printed Course
Materials

Purchase
online

Total Tuition
Amount

An electronic copy of your course material will be added to your IRWA Account once your registration is completed.

Printed course materials are only available for purchase until 10 days prior to the class start date.

Register online at www.irwaonline.org / Fax this entire page to IRWA HQ: (310) 538-1471

REGISTRANT INFORMATION

NAME _____ TITLE _____
FIRST NAME/ LAST NAME

COMPANY _____

ADDRESS _____ CITY, STATE, ZIP/POSTAL CODE _____

PHONE _____ MEMBER YES NO MEMBER ID NUMBER _____

EMAIL ADDRESS _____

SELECT PAYMENT METHOD

Credit Card

Check

VISA, MASTERCARD, AMEX, DISCOVER ACCEPTED

NAME ON CARD _____ CARD TYPE _____
VISA/MASTERCARD/AMEX/DISCOVER

CARD NUMBER _____ CARD EXPIRATION _____ CVV _____

SIGNATURE OF CARDHOLDER _____ DATE _____

Cancellation Policy: All classes scheduled by IRWA are subject to cancellation. All class registrants must contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be cancelled at any time (for reasons including, but not limited to, insufficient registration, instructor emergencies or other issues beyond the control of the chapter and/or IRWA). Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid class tuition. IRWA and its chapters assume no other registrant liability resulting from class cancellation.

Tuition Refund Policy: Written notification of intent to cancel registration must be received via email by both the Course Coordinator and IRWA Headquarters Education Staff (education@irwaonline.org) prior to the class start date in order to be eligible for a tuition refund. A full tuition refund will be issued if notice is received 15 days or more prior to the class start date; a 75% refund will be issued if notice is received less than 15 days prior to the class start date, and no refund will be issued for notice received on or after the class start date.