



The 10 Deadly Sins of Negotiation

Overview of the Program

- Remove any of the hesitations you might have around negotiation, by understanding what it really is.
- Acquire tools that will guarantee that you always get the deal you want.
- Understand the win/win mindset that will create a foundation for all your negotiations
- Techniques have been proven in all industries, in companies of all stages, and by owners of all experience levels.
- Facilitated by a proven business development coach that has extensive experience in building companies
- Great for both service and product based companies and professionals.
- Guaranteed to work or your money back.

From when we first start speaking, negotiation becomes part of our lives. Don't avoid it; enjoy it!

Whether it be where you are going out to eat to what movie you want to watch on a Saturday night, we are all in a constant state of negotiation with others. Business is no different. The old model was win/win or win/lose. There are two more outcomes that are rarely discussed, but make the world of difference when it comes to negotiating. When done properly, everyone is happy about the outcome; when done poorly, one or more of the parties feel trapped.

In this seminar, you will learn why negotiations get such a bad rap and how you can implement a negotiation process that will always protect your interests while also allowing you to see the situation from the other side objectively. Negotiation is a simple art that is easy to understand when you get rid of all the negative thoughts and get down to the foundation of what it is.

"Incremental and planned efforts create measurable and exponential results."



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