

Want a V.I.P. event?

(that's Value, Impact, Purpose)

NEGOTIATION'S MAGNIFICENT EIGHT

Wrapped in funny examples that provide an incentive to master these skills, Jeffrey takes the attendees on a journey of discovery, sharing the eight negotiation techniques that are the foundation for every negotiation tactic used by the experts.

This program is a valuable experience for any group that communicates in a situation where negotiation skills come in handy (which, if you think about it, is just about every situation there is!)

From the beginning of the presentation, attendees gain new insights into the communication skills involved in the process of negotiation including: the principles of agreement, framing, and the power of visualization.



Jeffrey Hansler, CSP
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Breakout topics & keynote customizations for:

- *Hiring & Retention*
- *Customer Service*
- *Leadership*
- *Negotiations & Influence*
- *Sales, Telesales, Telemarketing*
- *Time & Project Management*
- *First Time Supervisor Skills*
- *Team Development & Enhancement*

Fee Schedule

Keynote	1 hour
Keynote w/ session	1 + 1-3 hours

His most requested keynote titles are:

- *You Make it Happen*
- *Cloning the Million Dollar Sales Rep*
- *Negotiation's Magnificent Eight*
- *Life is a Funny Thing*

All programs are customized to the needs of your audience. Satisfaction is 100% guaranteed.