

JEFFREY HANSLER, CSP

SPEAKER-TRAINER-AUTHOR-CONSULTANT

Oxford Company



THE COMPETITIVE ADVANTAGE IN NEGOTIATION

- How to immediately make negotiation gambits your own
- How to become a master at winning negotiations where you can't give them what they want
- How to discover the true decision-making values underlying the negotiation
- How to influence the negotiation long before you sit at the table

"With the negotiating concepts you masterfully orchestrated, our company saved \$120,000 at a single hotel, in one negotiating session. The fact that the negotiation was for a 1200 room night block, in a sold out city, during the busiest period of the year, is just extraordinary."

-Tanya Pope, MTV

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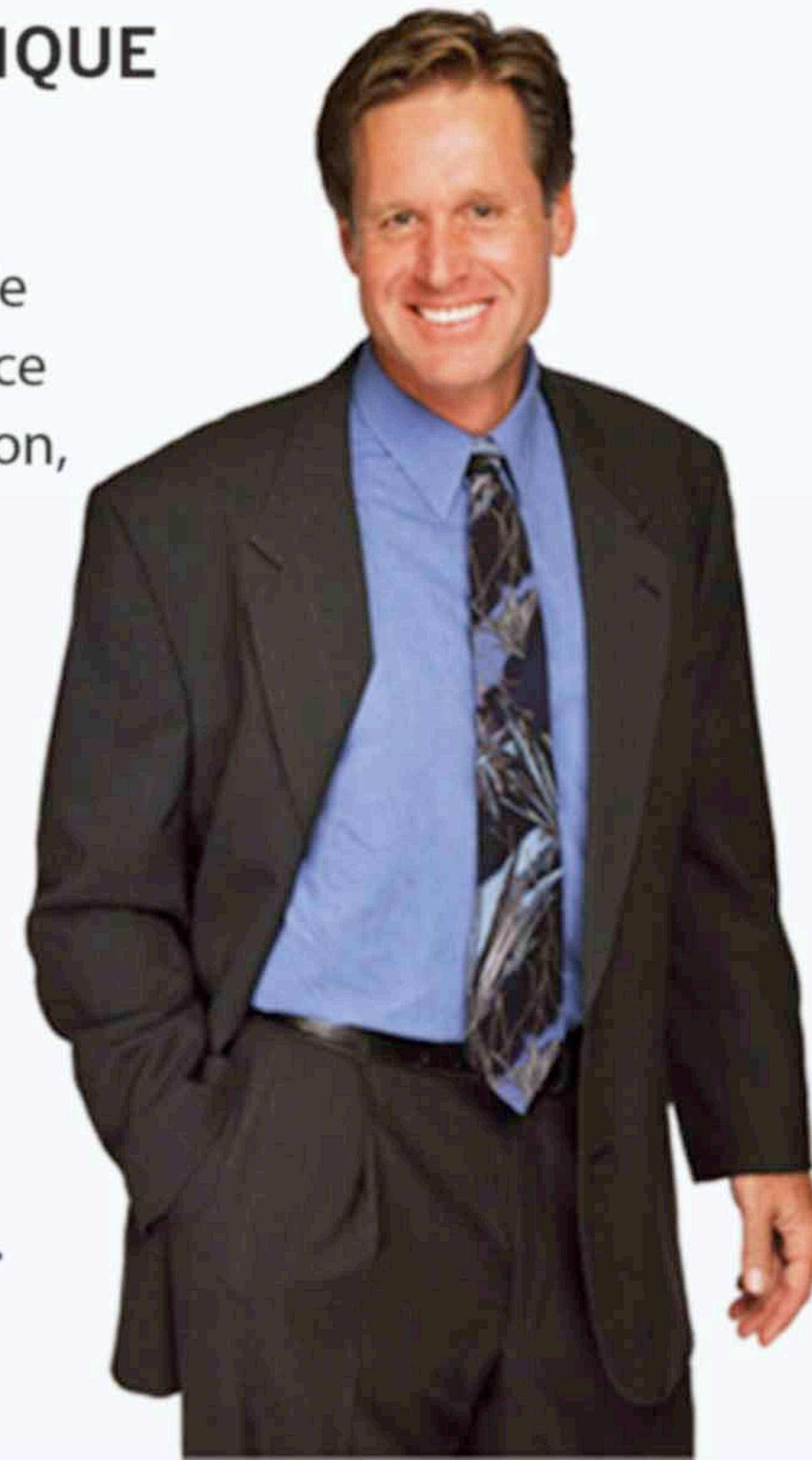
An insightful speaker, Jeffrey Hansler can open an event—setting the tone: he can close an event—tying everything together: he can re-energize your group at a mid-way point, run a breakout session, and deliver a program that will get them on their feet. Attendees say, "I know that I can put that idea into practice!" You can count on Jeffrey for a great program and a memorable presentation.

- Jeffrey Hansler is an expert in persuasive communication; his unique perspectives are developed from real life experiences.
- His intuitive and entertaining delivery will engage your audience from intern to executive. His subtle use of games, metaphors, interactive exercises and memorable stories make learning fun.
- Your delegates will leave the session with immediate and practical tools they can use to improve your profitability, efficiency and effectiveness.

INNOVATIVE AND UNIQUE

Persuasive communication will provide your members with a clear concise check list they can use to plan, guide and practice their interactions, and evaluate performance afterwards. This universal model will improve negotiation, sales, influence, and customer service skills.

Jeffrey Hansler, CSP has presented at over 1000 association meetings in North America during his 20 years as a professional speaker. He is an elite member of NSA, holding the Certified Speaking Designation, which less than 6% of its members have earned. His book **Sell Little Red Hen! Sell!** has sold over a quarter of a million copies internationally and is published in eleven languages.



Partial List of Clients

Acura
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Alaska Airlines
Allianz Dresner
American Honda
AT&T
California Police Chiefs
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Chrysler Motor
CIA
Columbia Health Network
Credit Union League
Del Webb
Expedia
FBI
Fidelity National Title
Florida Bankers
General Mills
GSA
Gucci
Iron Mountain
Itochu, Inc.
Kansas Press
Lawrence Berkeley Labs
Lexus
Lockheed Martin
Lucent Technologies
Masonry Contractors
Mid-Atlantic Credit Unions
Motorola
MTV Entertainment
National Auctioneers
National Bicycle Dealers
National Business Travel
National Dental
National Electrical Dist.
National Shoe Retailers
Nokia Mobil Communications
PacifiCare, Inc.
Parker Hannifin
Pennsylvania Hospital
Pennsylvania Landscape
Perkin-Elmer
Presbyterian St. Luke
Prudential Insurance
Quantum | ATL
Rain Bird
Sales and Marketing Exec
Six Flags
Society of American Florists
Tree Care Industry
UC Berkeley
Vans Shoes
VISA International
Virginia Bankers
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