

The New One Minute Negotiator Coaching Program

Stop Leaving Money on the table!



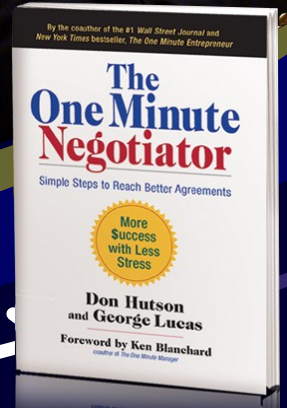
GEORGE
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- Learn from the Experts!**
- Ten 50 minute Coaching Sessions over 6 months**
- Investment: \$1,497**
- 100% Money Back Guarantee!**

Sign Me Up!

Name: _____

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Empower yourself to get immediate results as you learn the critical skills of effective negotiating. In the webinars you will learn and master the four “negotiating strategies” that will prepare you to succeed in any encounter. See back for session outlines.

Make a decision to ramp up your income

Your Bonus Package:

- Personal Comprehensive Negotiation Assessment
- 3-CD Negotiation Set with The One Minute Negotiator and Getting to Yes books
- 52 Weekly 1-minute “Videozines”
- The Ultimate Negotiation Strategizer

A Total Value Exceeding \$1,200...All FREE!

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<http://theoneminutenegotiator.com/>

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WHAT YOU WILL LEARN

in the

The Ultimate Negotiation Coaching Program

Featuring Dr. George Lucas, Co-Author of the Best Selling Book - "The One Minute Negotiator: Simple Steps to Reach Better Agreements", and Terri Murphy, President of Terri Murphy Communications

Session 1: Identifying Negotiation Opportunities

This opening session will open your eyes to the fact that negotiations face you everywhere you turn. It will build a fire in you to become a proficient negotiator. You will have embarked on a skill-building process which will give you competencies to enjoy more success with less stress!

Session 2: Negotiaphobia - Diagnosis and Treatment

Negotiaphobia is a fear that limits our ability to take control of our life. It's based on limited experience, a discomfort with uncertainty and a lack of skill. You will learn to understand it, recognize why you have it, and the ways it negatively impacts your life.

Session 3: The E-A-S-Y Treatment Process

The readers of The One Minute Negotiator have repeatedly told us that this negotiation preparation process has enabled them to quickly evaluate and take advantage of negotiation opportunities. You will gain more confidence and simultaneously deploy your cure for "Negotiaphobia".

Session 4: The Anatomy of a Negotiation

In this session you will gain a fresh perspective on the most over-used and abused tactic in negotiation...Compromise. You will also discover how to utilize the core dimensions of Activation and Cooperation to understand the four viable negotiation strategies via our MATRIX, which is guaranteed to improve your results!

Session 5: Yes, You Have Tendencies - Now What? (Self Assessment)

Our habits in past negotiations need to be understood to improve our approach and results going forward. This session will give you the tools to understand your natural tendencies with regard to the four negotiation strategies and how to modify your approach for greater success.

Session 6: You're Not Playing Solitaire - Reading Others at the Table

You need to recognize not only your own tendencies and propensities, but also those of the others you face in any negotiation. The good news is that this is not overly complex to do, as the best predictor of future behavior is past behavior. Learning what to look for will immediately make you a better negotiator.

Session 7: The Negotiation Strategy Match Game

When you strategize inappropriately you will negatively impact your confidence, waste time, miss opportunities and have costly rather than profitable experiences. To excel you must learn the principles of strategizing to have a carefully matched plan A and plan B for every negotiation.

Session 8: Competitive Negotiations - Gaining an Unfair Advantage

Learn the tactics of using your own (and predicting the other side's) competitive (win-lose) strategies. You will have at your disposal the skill of "posturing", and utilizing other offensive and defensive fortifying tactics to intelligently compete and win! Learn the difference between a "gladiator" and a "bully" at the negotiation table.

Session 9: Seizing Collaborative Opportunities

Great negotiators know how to identify and capitalize on collaborative (win-win) situations. You will learn how to skillfully create an environment where all parties contribute to exceptional solutions, and simultaneously uncover additional opportunities. The mastery of collaboration is the ultimate sign of a proficient negotiator.

Session 10: Negotiating For and With Women

Generally, women lean toward collaboration over competition and tend to accommodate too readily. This session will help women better understand the differences between stated positions and true needs, help them ask for what they want and deal with confrontation and concessions. It will help men enhance their understanding and more effectively negotiate with women.

Don't wait - limited seating - sign up now!