

MASTERING THE ART OF NEGOTIATING

**FOR SUPERINTENDENTS, OWNERS, PROJECT MANAGERS,
ESTIMATORS & ACCOUNTS RECEIVABLE PERSONNEL**

*This exciting full-day seminar is essential in this difficult economy.
Are tired negotiation skills costing your company?*

Class Objectives

- Learn the one thing that will give you an edge in all of your negotiations.
- How to use a unique 5-point game plan to control the outcome of all interactions.
- The 6 strategies that will give you maximum success in every negotiation.
- The 7 keys to being an effective negotiator.
- How to create equal value solutions to complex negotiating problems.
- All attendees will complete a personal negotiating profile assessment.

Why Should You Attend?

Attendees will leave the seminar with the ability to:

- Improve cash flow
- Maximize profits
- Improve customer interactions
- Increase sales

**Call 800-358-8825
to register today!**

One-Day Seminar: Thursday, November 30, 2017

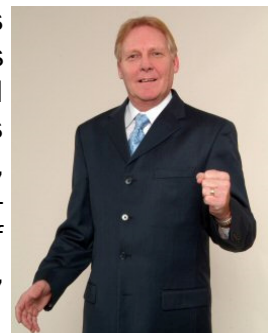
Seminar Fee: \$250

Location: CEC Training Room, 2138 Silas Deane Hwy, Rocky Hill, CT

Time: 9 A.M. - 4 P.M.

ABOUT BARRY ELMS- AMERICA'S MOST ACCLAIMED SEMINAR ON EFFECTIVE NEGOTIATION TECHNIQUES

Barry Elms, president of Strategic Negotiations International, is acclaimed by many as the best business coach on negotiation skills. His speaking career spans over 20 years and over 2000 presentations worldwide. His energetic style and dynamic message will keep attendees engaged and focused. Barry's entertaining and inspiring material is appreciated by a portfolio of clients that includes General Motors, Ford Motor Credit, American Express, Verizon, Skanska USA, Dell Computers and many other leading companies. In addition to being a world class public speaker, Barry is also the author of numerous video and audio programs including: "Negotiate Your Way to Success", "Advanced Negotiation Skills", "Dialing for Dollars" and "The Art of Getting Paid".



Construction Training For Contractors By Contractors



CT ABC & CEC are located at 2138 Silas Deane Highway, Rocky Hill, CT 06067

MASTERING THE ART OF NEGOTIATING

Brought to you by the Construction Education Center & CT ABC

Program Agenda

- Understanding the 5 elements that control the outcome of all negotiations.
- Case study on how to use the 5 point game plan to create value in a negotiation.
- How to use 6 strategies to maximize your persuasive skills in all negotiations.
- Personal profile to identify your own negotiating style.
- A 4 point game plan for collaborative and creative solutions.
- Case study on how to be creative in an actual negotiation.
- The 7 keys to negotiating like a pro.

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Read what attendees from previous Barry Elms seminars had to say:

"Great Seminar! Normally they are boring and difficult to get through but Barry kept us very involved through his presentation style and voluntary class participation." - **Keith Corneau, United Steel, Inc.**

"Very useful with co-workers as well as customers and clients."
Dave Heavener, KBE Construction Corp.

"Of all the seminars I've attended in twenty years, Barry Elms stands out as the best of them all. I still use his techniques in all of my negotiations."
Lelah Campo, CT ABC

"After the first 30 minutes I wanted to call the rest of my company and tell them to get down here immediately."
Justin Mierzejewski, Mizzy Construction

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Registration Form (Fax to 860-529-6778 or mail to 2138 Silas Deane Hwy - Suite. 101 - Rocky Hill, CT 06067)

Cost: Seminar Fee - \$250

Company Name: _____ Phone: _____

Address: _____ Email: _____

Attendee Name(s):

Payment Method: ☐ Check (Please make payable to CEC)

☐ Please charge my: ☐ American Express ☐ VISA ☐ MasterCard ☐ Discover Card

Account Number: _____ Expires: _____

Billing Name and Address if different from above: _____
