



# NEGOTIATION FOR SALES PROFESSIONALS SALES & MARKETING PROGRAM

Everything can change before your client signs the contract. Even if you've planned everything well, you will often need to negotiate in order to close the deal. Doug knows your fears and dedicates himself to helping you learn the essential skills to become an expert negotiator. In this program, you will learn how to communicate more effectively through an improved ability to persuade. This program is designed to help build core negotiation skills so that you can reach your goals faster.

## Mastering Sales Negotiations



### Program Benefits

- ✔ A better understanding of appropriate negotiation skills as they relate to your goals
- ✔ Improved ability to communicate
- ✔ Increased awareness of the power of negotiation
- ✔ Increased awareness of one's negotiation style and its impact on others
- ✔ Emphasis on gaining an understanding of feelings, gestures, attitudes, and emotions to better your negotiation skills
- ✔ Improved ability to handle interpersonal and group negotiation situations
- ✔ More effective conscious negotiation practices within groups
- ✔ Create your own negotiation vision, values, and expertise
- ✔ Be more intentional and strategic in negotiation, as opposed to relying on intuition alone
- ✔ Recognize ways to negotiate effectively under a variety of circumstances



### Duration

- 45-60 Minute Keynote
- 2-4 Hour Breakout Session
- 6-8 Hour Full Day Training

This program can be customized for any event including:

- ✔ Breakfast / Lunch / Dinner
- ✔ Recognition Ceremonies
- ✔ Sales Meetings
- ✔ Management Conferences
- ✔ Corporate Retreats
- ✔ Special Events