

# Master Strategic Negotiation Skills

Everyone wants to be associated with a winner in sports, business and relationships. If you are sitting across the table from a potential client, your employee and even your boss to ask for a new assignment, bigger pay check or a contract - you want to be successful and secure the deal right away! Studies have shown that being prepared, delivering the right message and possessing an effective delivery can lead to a successful closing.

In this session, Alice will teach the skills to master professional negotiation skills, how you can increase your sales with a winning process, effective strategies and tactics to make you a better negotiator and closer, tips on setting up a winning position and managing alternatives, overcoming hardball tactics, objectives and more.

This session is for serious leaders who want to make a quantum leap in their negotiation skills today.

Continental breakfast and lunch will be served.

Register

Alice  
Gordon Holloway



**THURSDAY,  
February 21, 2019  
9:00 AM - 1:00 PM**

Birmingham Shuttleworth  
International Airport Meeting  
Room A - Lower level  
5900 Messer Airport Hwy

## **REGISTER AND PARKING INFORMATION**

DBE Office: 205.599.0565,  
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