

# Negotiating Skills Workshop

*One day that could change the rest of your life...*



Everyone, to some extent, learns to negotiate what they want in life. Babies cry to get fed or a diaper change and quickly learn that evokes the response they need. Teens ask for (and usually get) the devices like the ones their friends already have. Businessmen and women use negotiations to secure sales and income for themselves and their companies. A supervisor or boss learns, through experience and over time, how to interact and negotiate with staff and employees. A spouse or relationship partner learns WHEN and HOW to negotiate for what they want from their partner and their children.

Seldom are we just handed what we want, need or desire. Successful people usually are successful at negotiating with others, unsuccessful people go without OR learn the secrets to 'getting what they want in life'. Most people view negotiating as, **“I must win, so YOU must lose!”** and adopt that mentality. Contentious and overpowering tactics seldom win; especially long term and with successful relationships intact. Whether you are young, old or in between, we ALL need to learn how to ask for and get what we want in this lifetime. Here is a one-day course that will help anyone learn how to negotiate better! Everyone can benefit from the negotiating skills covered in this workshop:

- Understanding YOUR social style before presenting an idea, concept or proposal.
- Understanding THEIR social style before presenting an idea, concept or proposal.
- Gaining small commitments that lead to the consensus and agreements you are seeking.
- Learning the incremental steps to a presentation to gain a commitment.

- Gaining support within your team or group of workers for your concepts and ideas.
- How to find 'common ground' where everyone wins, avoiding a 'win-lose' scenario and how to isolate the 'hidden objections' that seem to arise AFTER the negotiations begin!
- Understanding what others are asking or seeking BEFORE presenting your proposal and tailoring your proposal and ideas to meet their needs and your needs as well.
- Learning the value of relationships and determining whether you are gaining a long-term client or relationship or a one-time sale during the process and negotiations.

Many similar workshops and speakers still teach old-school skills and tactics that border on intimidation and manipulating the other person to get what YOU want, at all costs. The scripts and tactics need to be memorized and embedded into your conscious to work and those seldom have a positive outcome or a lasting relationship.

This workshop is not based on manipulating the other person to bend to your ideas in every situation. That is a concept that has lost favour and actually works against most people in today's world. The workshop IS based on the idea and concept of mutually acceptable terms, ideas and goals and how to find those common ground commitments that lead to a 'win-win' situation for all parties.

**The workshop is more than a lecture or seminar;** it enables anyone, from any walk of life, to learn the ideas and concepts necessary to negotiate better agreements and relationships. You will learn how to recognize and respond to others in presenting your ideas and concepts, in the most favourable circumstances, with the highest degree of success possible in each situation.

The concepts presented will be analyzed, discussed, role-played where each participant is allowed and encouraged to be on both sides of the presentation to fully understand the entire process. We encourage full discussions, questions, group interaction and feedback on each idea presented.

This one-day workshop includes all refreshments, a one-hour lunch (included in the fee) and a workbook. The presenter, Raymond Oelrich, has conducted over 2,200 seminars and workshops in the last 40 years, has owned or managed several companies in multimedia, manufacturing, retail, business to business and consumers and has decades of experience and real-life situations to support these ideas and concepts. Two or three other 'guest presenters' will also conduct a portion of the workshop.

**Guarantee:** 100% satisfaction guaranteed. If the attendee completes the full workshop and isn't satisfied with the content or delivery, a full refund will be issued the next business day.

### **Workshop Details**

- Advance registration is required.
- Morning refreshments- 8:00 AM
- Workshop starts- 8:30 AM
- Lunch break- 12:00 – 1:00 PM ( a lunch IS included).
- Afternoon refreshments- 2:30 PM
- Workshop ends- 5:00 PM
- Investment- \$199 per person. Groups of 10 or more from same organization \$149 each. (Credit card, PayPal, eTransfer, Cheque).
- Contact Raymond Oelrich, presenter
- Call 250-448-9333 or email [rayo7753@gmail.com](mailto:rayo7753@gmail.com)