



“Negotiation Tips for Coaches – How to Trade Well for Your Services.”

Presented by:

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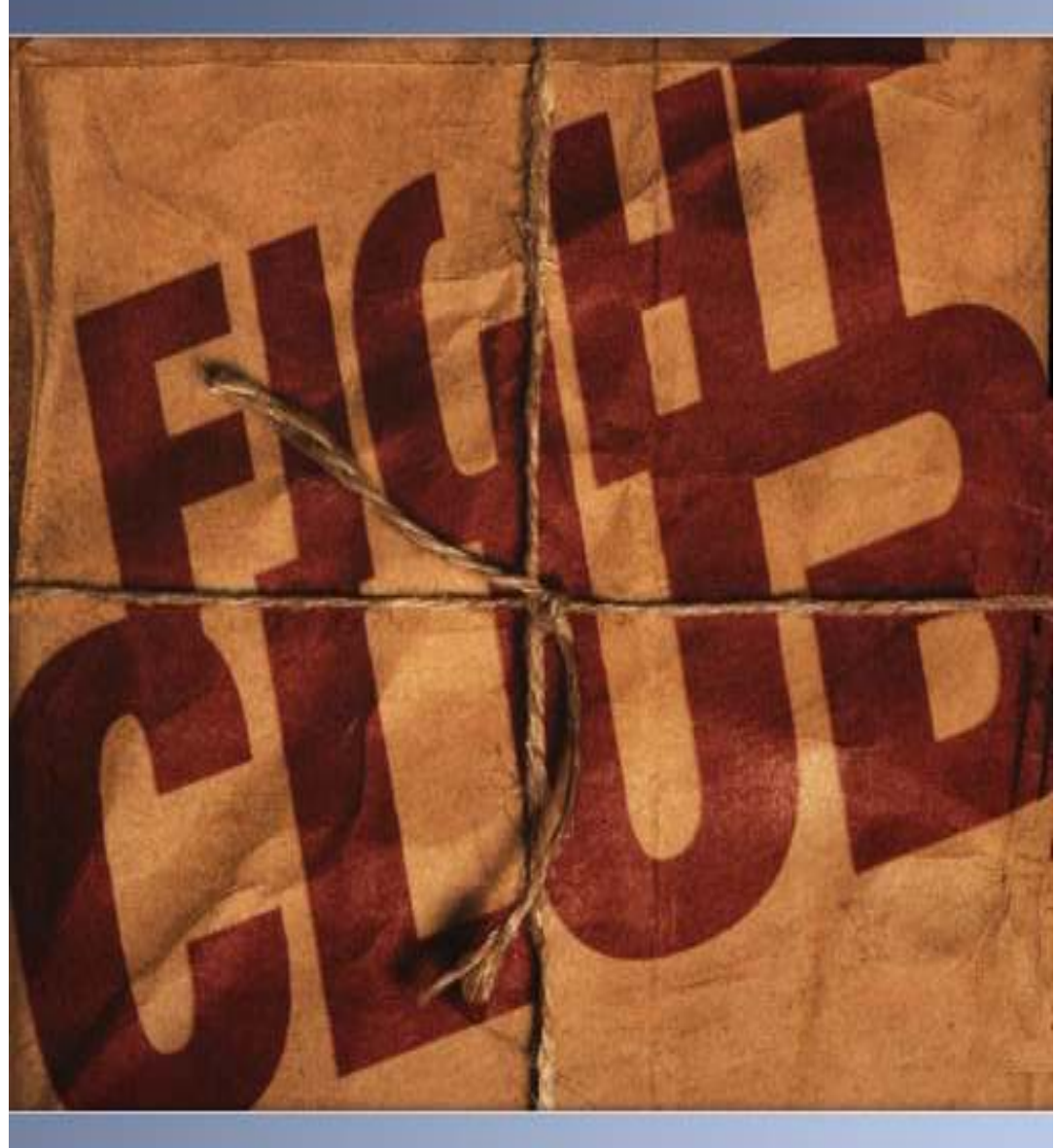
CEO, Scotwork (NA) Inc.

April 8th, 2009





Conflict Is Universal

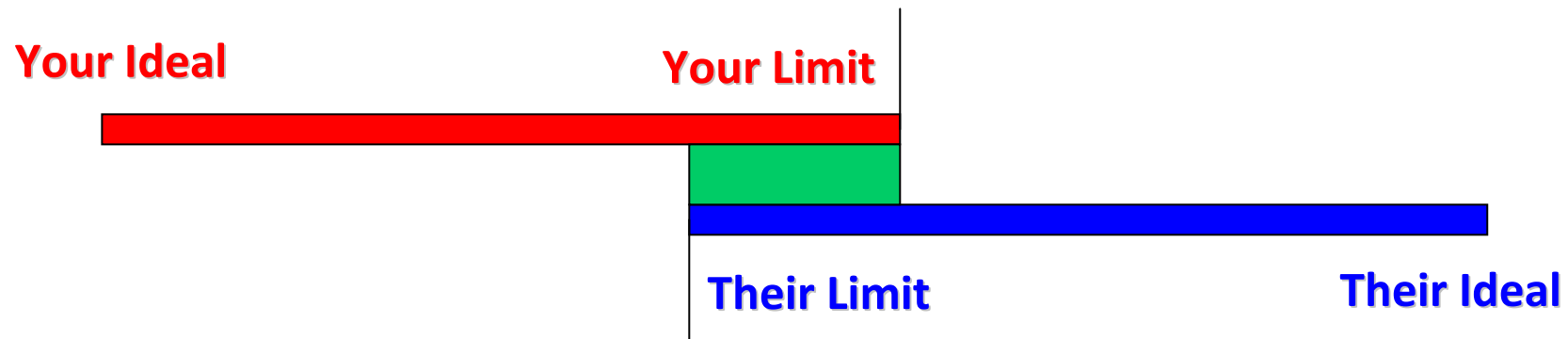




Negotiating Is the Lubricant



The negotiating continuum



This area of overlap represents the

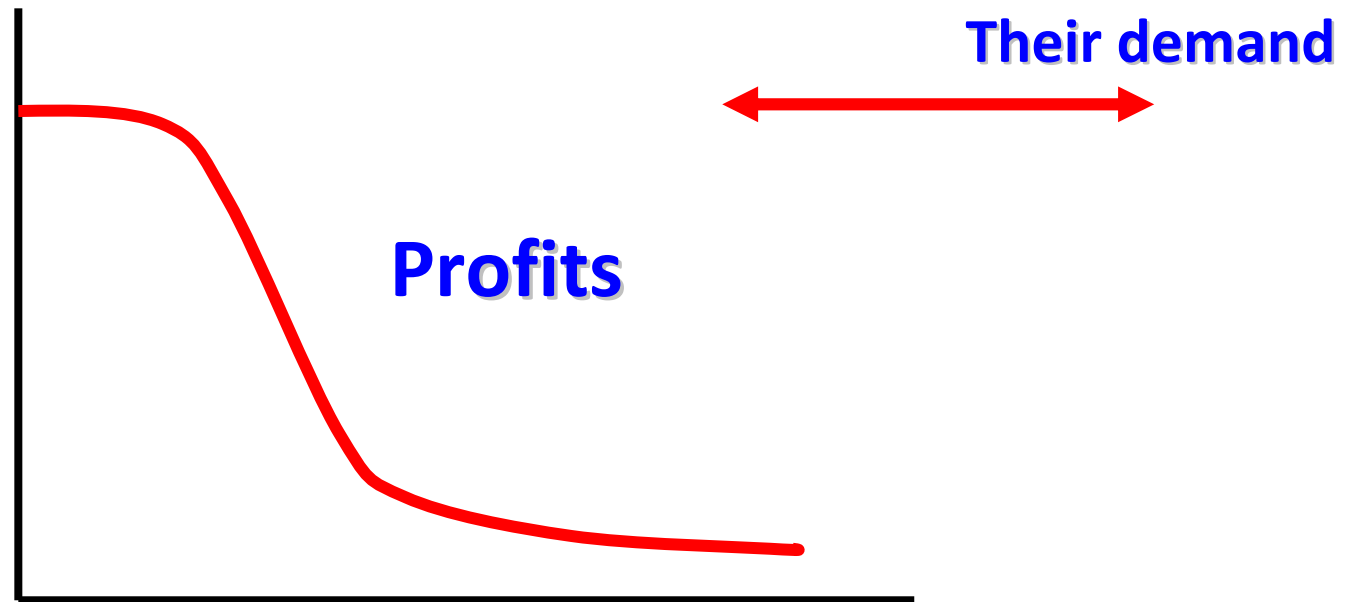
“Bargaining Arena”



The new reality

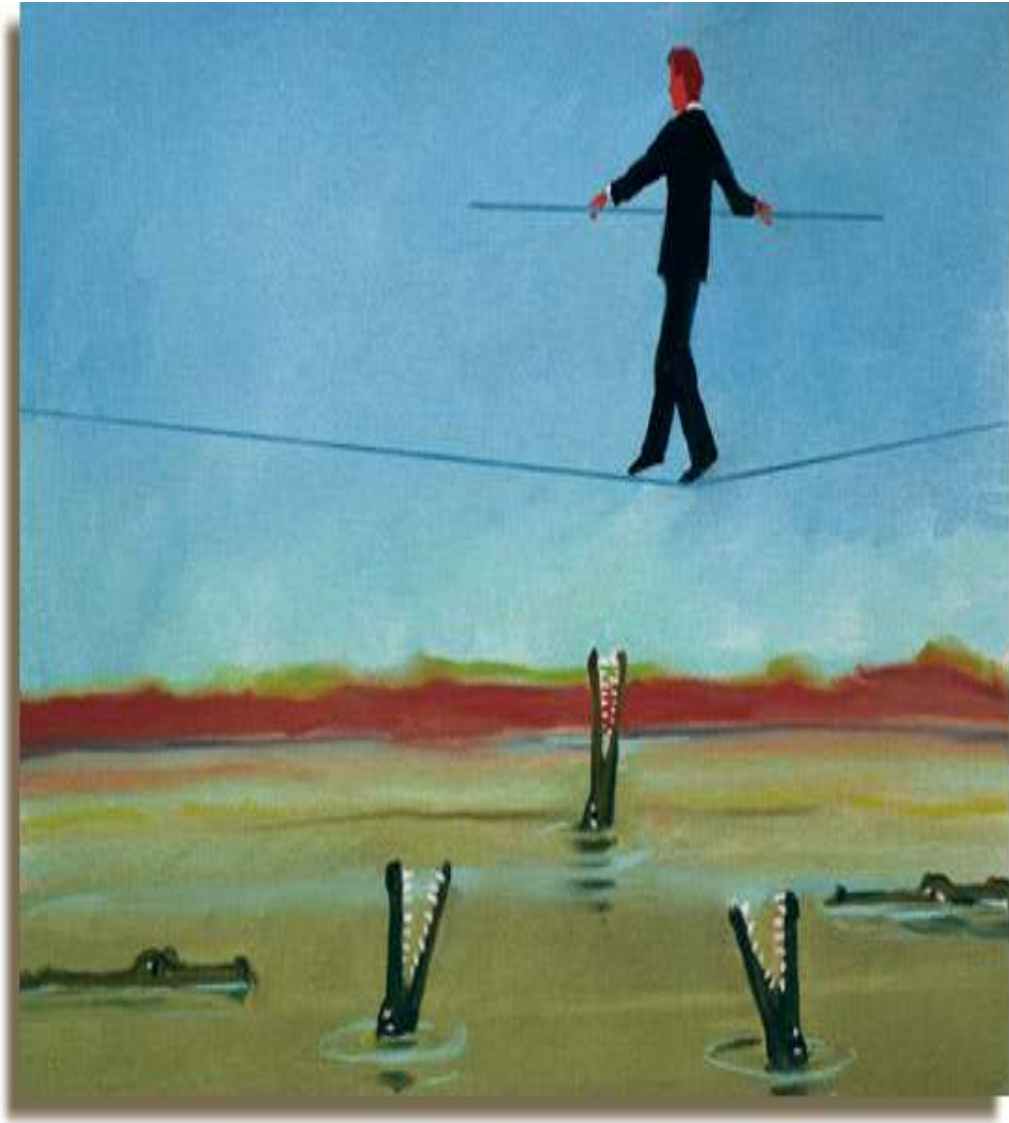
Your Ideal

Your Limit





The Balancing Act - -Hang Tough And Risk the Relationship



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-Give in
To keep
client sweet





Or.....
Negotiate
to the
Limits of
your
Power

The word "Strength" is written in a highly stylized, metallic, three-dimensional font. The letters are thick and have a brushed metal texture. The 'S' is particularly large and features a prominent swirl at its top. The 't's have vertical stems. The overall appearance is that of a heavy, industrial object.



Deadlock
is always
an Option,
but.....





The Eight Steps

Prepare

Argue

Signal

Propose

Package

Bargain

Close

Agree



Prepare -
-Know
Your Limit.
Don't be a
Victim



Prepare
-Have a..



WISH
LIST



Prepare



Team

Argue

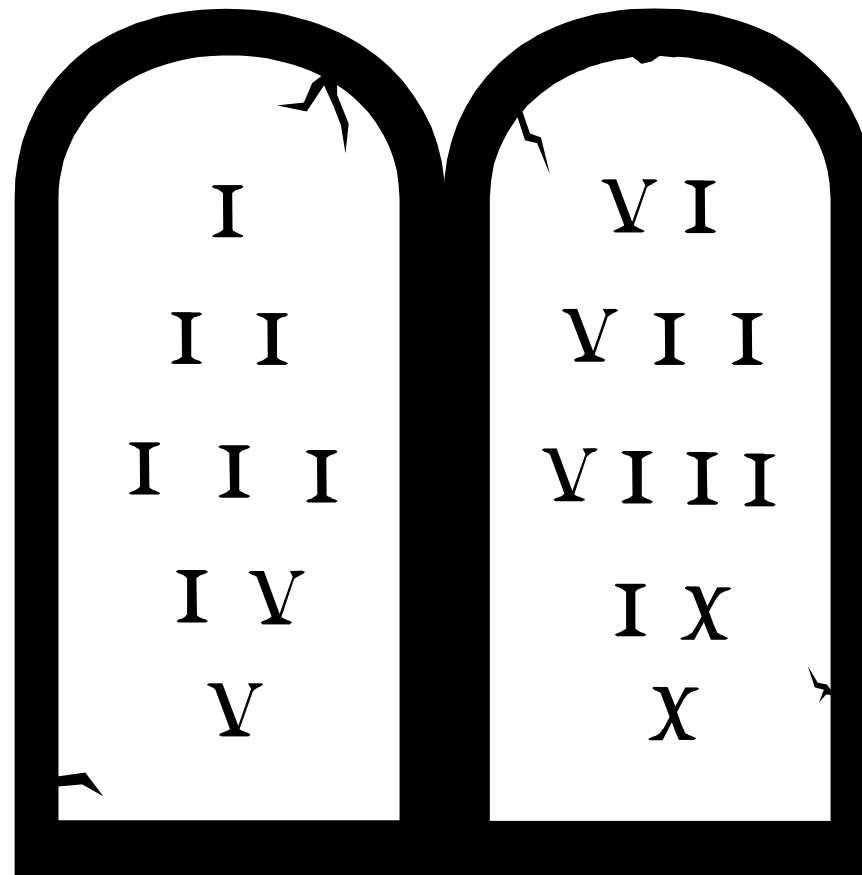




Structure Expectations

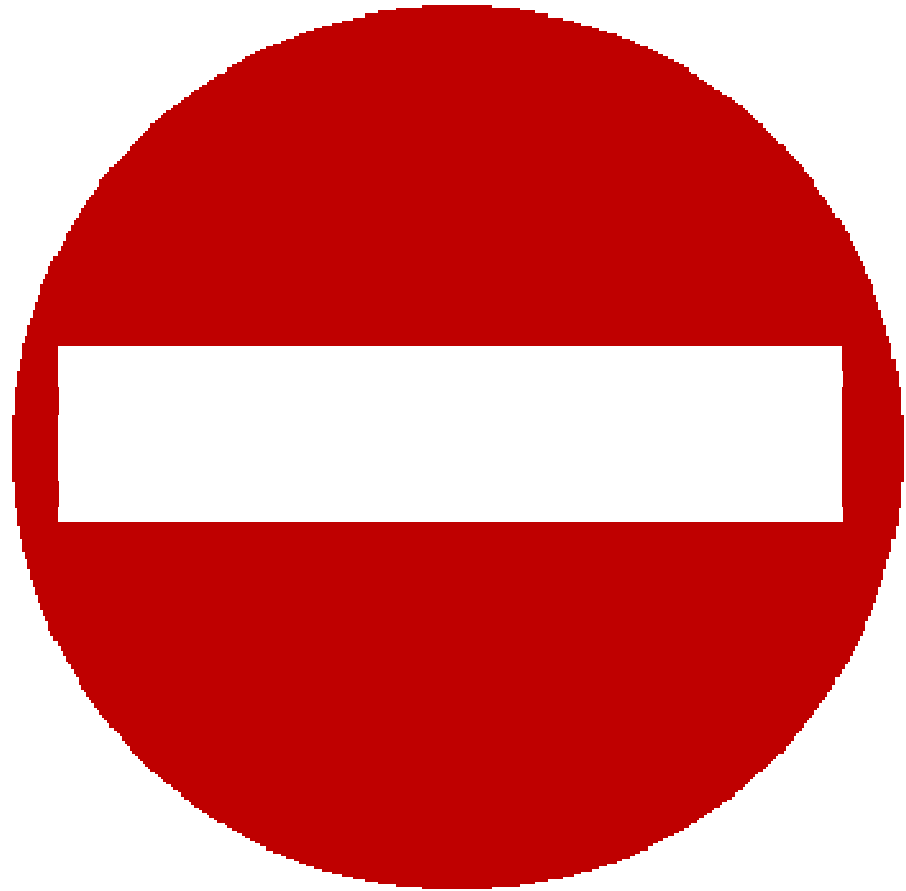


Do you have
Principles?





Signal;
Learn
to love
NO!





Deliver a solution



Propose choices



Never
interrupt





Package.
Differential
values





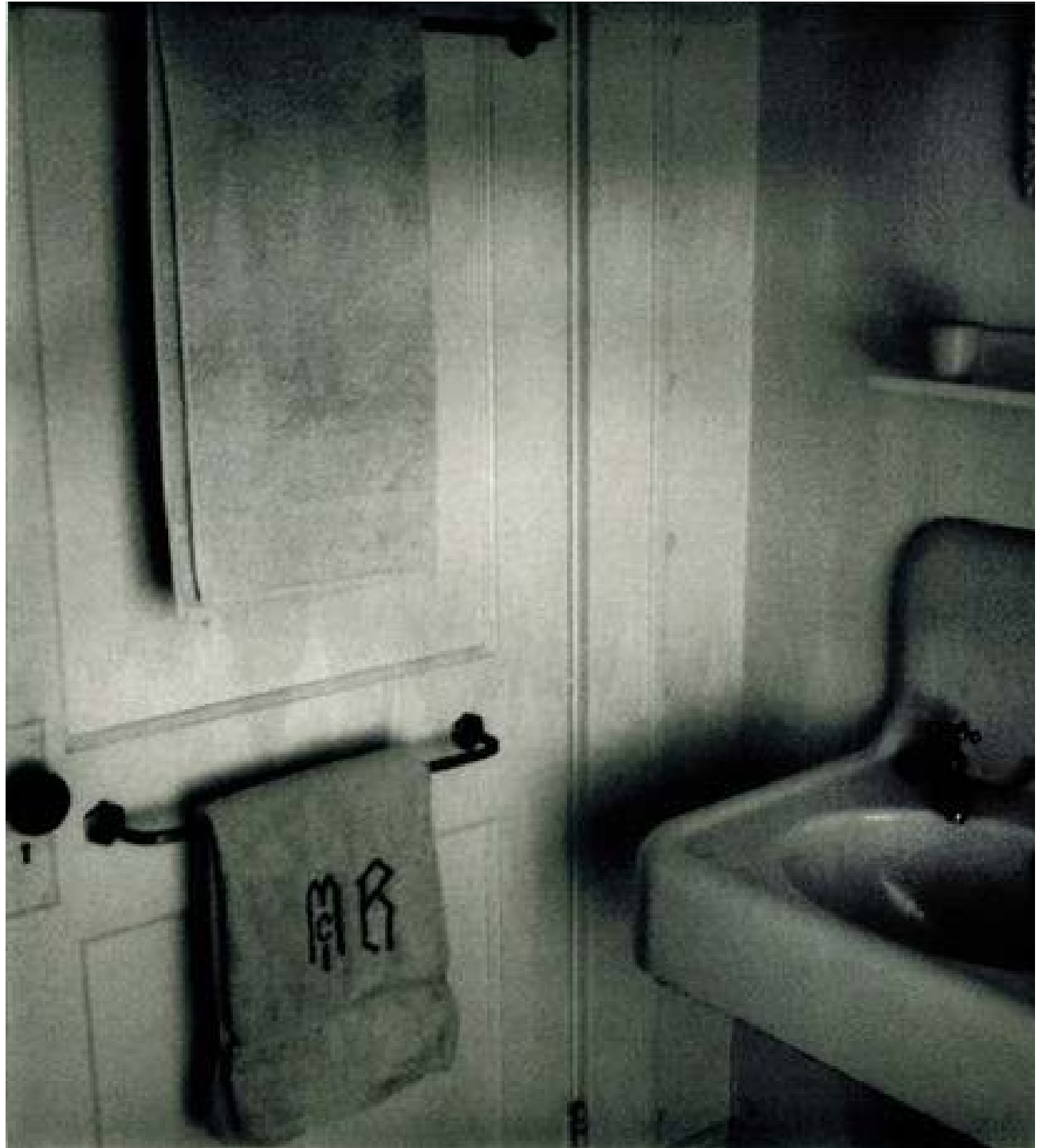
Bargain
Don't
just
give,
trade



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Bargain
Give
To
Get





Price on
demands

LVMH
MOËT HENNESSY. LOUIS VUITTON



Close -
Beware
late
demands





Summary

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