

NEGOTIATING TO WIN

Tuesday, October 19, 2010

AGC of Virginia Office

11950 Nuckols Road - Glen Allen

8:00 AM - 10:00 AM

(breakfast items available from 7:30 AM)



Learn how to use the most effective negotiating techniques in your day to day operations:

- *Getting & Giving Concessions*
- *The Relative Value Advantage*
- *Classic Strategies*
- *Use Knowledge as Power*

Cost: \$99 per person (AGC/VA Members), \$200 per person (non-AGC members)

From the “Bullet Proof Manager” series – class will be instructed by Buddy Hiatt, President of Delta Leadership.

Please register the following people for the October 19 Negotiating to Win class in Glen Allen. My registration payment of _____ is enclosed to cover the cost of _____ attendees (\$99/member, \$200/non-member).

Name(s): _____

Company: _____

Address: _____

City: _____

State: _____

Zip: _____

Phone #: _____

Fax #: _____

Email: _____

Return to: AGC/VA, P. O. Box 5700, Glen Allen, VA 23058 or fax to (804) 364-5511

Visa Mastercard AmEx

Card # _____ Exp Date: _____

Printed Name (as it appears on card): _____

Signature _____ Amount: _____

CANCELLATION POLICY: Registrations MUST be cancelled 24 hours prior to the start of any seminar to receive a refund.