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May 14th 2014: You Signed What? Better Ways to Structure Your Agreements

Is your agreement process broken? Has the day-to-day work on business agreements become the choke point in your sales and other processes? Especially if your management team is handling all of the drafting, markups, and negotiation of your contracts, important management time is focused on something that is not core to the business. There are ways to improve that contract work flow. They include choosing the right person to work the agreements and the subsequent deals, taking care with what templates are used and having the proper negotiating team when finalizing important transactions. Learn

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Featured Guest

Guest Image

Thomas Phillips

Thomas Phillips has over twenty-five years of commercial experience structuring and negotiating business-to-business agreements with Fortune 500 companies

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