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July 31st 2014: Special Encore Presentation:
When Good Negotiations Go Bad

There is a famous slogan, "You don't get what you deserve, you get what you negotiate." This show is a sequel by popular request to the "Tough Times Don't Last, But Good Negotiators Do," episode. You are negotiating everyday in some form or another. Based on surveys with participants in my negotiation workshops, more than 85% have never taken a negotiation course or read any books on the subject. Therefore, their margins, commissions, and profits have been eroded for years and even decades by skilled negotiators. Tune in to today's show to learn how to handle situations in your professional

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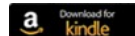
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