

WEBINAR REGISTRATION FORM

NEGOTIATING STYLE PROFILE Unlocking the Hidden Power of Your Negotiating Style

Learn how to collect more money
by understanding how individual
negotiating style influences the
collection process.

*Ideal for frontline collectors, trainers, team leads,
supervisors, managers, and collection agency owners.*

May 20, 2011

11:00 a.m. - 12:30 p.m. CT

presented by

collectormentor

For more information please email us at
editor@collectormentor.com

Each collector has a personal negotiating style that influences how he or she approaches and engages the collection process. **By being aware of personal negotiating style, individuals will be in a better position to acquire good negotiating skills.**

The Negotiating Style Profile offers a simple framework for determining one's negotiating style and the likely effect of that style in a negotiating situation. **Through a pre-webinar assessment, individuals identify their preference for one of five negotiating styles:** Defeating, Accommodating, Collaborating, Withdrawing, or Compromising.

The webinar is designed to help collectors gain a greater understanding of the five negotiating styles and how those styles affect the collection process. Understanding the five styles will help collectors determine whether changes in their style could increase their negotiating effectiveness, and ultimately, their collection success.

In this 90-minute session, attendees will **learn the five styles of negotiating, identify personal negotiating characteristics, and learn why a win-win approach is most effective.**

REGISTER TODAY! Space is limited to 25 sites!

Yes! I would like to register for the *Negotiating Style Profile* webinar!

Registrant Information (If registering more than one attendee, please complete page 2.)

All fields are required in order to process your order.

Name	_____	Title	_____
Company	_____	Email	_____
Address	_____	City	_____ State ____ ZIP _____
Phone	_____	Fax	_____

\$127/site (includes first attendee) + \$15/each additional attendee

Totals: \$127 + (# _____ additional attendees x \$15) = \$ _____

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NEGOTIATING STYLE PROFILE WEBINAR ADDITIONAL ATTENDEES LIST

First and Last Name	Email Address*
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

* A unique email address is required for each participant in order to access the online assessment and interpretive report.

! IMPORTANT NOTE FOR MANAGERS !

Each participant will receive an interpretive report containing assessment results via email. A copy of the report can be sent to the participants' manager by completing the section below.

Manager's Name _____

Email Address _____

Office Phone _____