

Building Blocks for Non-Profits Negotiation – How to Get a Win-Win

Wednesday, September 8, 2010

8:30 a.m. – 11:30 a.m., Pre-registration at 8:15 a.m.

Program Overview

You want a volunteer to adhere to specific behaviors, but what if they don't want to and quit volunteering? You need money from a previous contributor but why would he want to do this again? You need a product or service...how can you get it without any money? How often does negotiation feel like conflict? How can both parties get a "win-win" feeling?

Participants will learn basic principles such as:

1. Understanding our reaction to negotiating
2. Preparing for negotiation
3. Negotiating strategies and countermeasures including conflict management

We will actively explore negotiation through exercises and stories. You will have the opportunity to prepare for an upcoming negotiation in your own world.

The Presenter

Jana Alverson has been involved in sales and sales management for 30 years. Jana has had experience in insurance, retail, and equipment sales. She incorporates "real life" experiences to the strategies and processes that Lynn McInturf Associates teaches. She is a graduate of Ohio State and a member of Association of Training and Development. She has spoken at the Cincinnati Chamber of Commerce, Northern Kentucky Chamber of Commerce, and Northern Kentucky University Small Business Group to name but a few.

Please return this form by September 3 with your organization's check for \$25 (\$35 for non-members) made payable to ReSource. **Please note we have a 24 hour cancellation policy in order to receive a refund.** Mail application and check to:

September 2010 Seminar Registration
ReSource
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(Phone 513.554.4944)
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(Attendee's Name)

(Job Title)

ReSource Member ReSource Non-Member

(Organization's name)

(Street)

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Seminar Location: programs are held at The Health Foundation of Greater Cincinnati located in the Rookwood Tower, 5th floor 3805 Edwards Road Cincinnati, OH 45209

Building Blocks is made possible in part by the following

