

Considerations for Webinar or Podcast

Topic: The Secrets of Empowering Negotiation

The Hook: If you knew there were seven words which have the potential to increase what you get paid, or decrease what you pay, you'd want to know those seven words . . . wouldn't you?

During this segment, you'll learn those seven words, and a lot more.

Most people never learned how to negotiate; they just do it on the fly.

Most people view negotiation as, "I win, you lose." That's what I call Level One negotiation. We'll blast right through that antiquated model to what I call Level Four. Stay tuned.

Participants will leave this program with new skills, language, and a new mindset about negotiating.

All participants will have access to a free gift:

Ever been in negotiation and someone says, "I'll have to think about it?" You'd like to know how to handle that, wouldn't you?

Explore five tips from the Secrets of Empowering Negotiation and you will know how!

<http://richardkaye.com/five-tips>

Potential questions for you to ask:

- How do you come to be a master at negotiation?
- You talk about Level Four negotiation; what's that about?
- You talk about seven words which have the potential to increase what you get paid, or decrease what you pay. What are those seven words?
- Who benefits from understanding negotiation? Is your material for personal use, or just for business?

Certainly, feel free to follow the thread of the conversation and take the questions wherever you wish.

