



*Learn how to
negotiate numbers
like a pro!*



Negotiating Numbers: Sometimes it Really is About the Money

with Nina Meierding

Thursday, March 16, 2023

Live webinar with chat

includes 60 day replay*

9:00 am – 10:30 am (Pacific)

10:00 am – 11:30 am (Mountain)

11:00 am – 12:30 pm (Central)

12:00 pm – 1:30 pm (Eastern)

1:00 pm – 2:30 pm (Atlantic)

1:30 pm to 3:00 pm (Newfoundland)

*This program features real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live Q & A. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.

WHO SHOULD ATTEND

This seminar will appeal to new and experienced practitioners from all practice areas who want to improve their outcomes in financial negotiations.

ABOUT THE PROGRAM

While we often search for hidden value and explore underlying interests in order to expand the negotiation “pie,” sometimes negotiations really are just about dollars. Attend this webinar and learn how the predictability of the “numbers dance” can help you more strategically get better results for your clients. Acclaimed negotiation expert Nina Meierding will explain how:

- timing of moves can impact the outcome
- carefully planning the size of moves sends messages to the other lawyer
- different types of concessions (process, information, and interest concessions) can substitute for money concessions
- the right answer at the wrong time becomes the wrong answer and will create impasse

You will learn why intuitive skills can’t replace preparation, the who, when and how of opening offers, and how practising “tit for tat” can facilitate different styles of negotiation. The new skills you acquire will increase your confidence in handling any negotiation, from simple transactions to complex deals. Register today and become the powerful numbers negotiator you’ve always wanted to be! You won’t find this information anywhere else.

SCHEDULE (Eastern)

12:00 pm - 1:30 pm

Welcome and Introduction

Why intuitive skills are not enough

**Competitive and collaborative negotiation styles
when its about the money**

Axelrod’s theory of avoiding exploitation

The art and science of the opening offer

The predictability of the “distributive dance”

The “distributive dance” in practice

Making strategic concessions

Summary

Program Wrap-up and Evaluation

Register today! • seminarpartners.ca • 1.866.606.4212 • jennifer@seminarpartners.ca

PRAISE FROM PAST ATTENDEES

- “Excellent! Thoroughly enjoyed her presentation. BRAVO!”
- “Very engaging manner of delivering valuable ideas and concepts. Fantastic!”
- “Engaging speaker; her wealth of experience was clearly evident and communicated effectively.”
- “One of the best CLE presenters I’ve seen!”
- “Fantastic job combining theory with practical tools and examples from her own rich career.”
- “You won’t find an instructor with more knowledge, experience, and personality than Nina. If she teaches a class, enroll in it.”



ON: This program contains 1.5 Substantive hours.

BC: This program has been approved for 1.5 CPD hours.

SK: This program has been approved for 1.5 CPD hours.

Lawyers in other mandatory CPD jurisdictions may count their attendance towards their CPD requirement/plan.

Seminar Partners is an Accredited Provider of Professionalism Content by the Law Society of Ontario and a pre-approved CPD Provider of the Law Society of British Columbia.

MEET YOUR PRESENTER



Nina Meierding, MS, JD, is an international leader in the field of conflict resolution. A former civil lawyer, she is now a full-time trainer, professor, and conflict resolution consultant. She has mediated over 4,000 disputes and delivered training in negotiation, communication, mediation, and

culture and gender issues in almost all 50 states in the U.S, and in Canada, England, Scotland, Ireland, India, the Netherlands, New Zealand, and Sweden. She has taught at Pepperdine University School of Law for over 25 years and Southern Methodist University for over 18 years, and has been a guest lecturer at Judicial Colleges and universities throughout the US. She is the recipient of the Peacemaker Award in 1992 by the Southern California Mediation Association, the John Haynes Distinguished Mediator Award in 2005 by the Association of Conflict Resolution, and the Lifetime Achievement Award in 2017 by the American College of Civil Trial Mediators. She is an honorary fellow of the International Academy of Mediators and an *emeritus* fellow of the American College of Civil Trial Mediators.

✓ Yes, I want to attend **Negotiating Numbers: Sometimes it Really is About the Money** **Thursday, March 16, 2023 • Live webinar (slides and audio) with chat and 60 day replay***

9:00 am – 10:30 am (Pacific) • 10:00 am – 11:30 am (Mountain) • 11:00 am – 12:30 pm (Central)
12:00 pm – 1:30 pm (Eastern) • 1:00 pm – 2:30 pm (Atlantic) • 1:30 pm – 3:00 pm (Newfoundland)

* Materials will be distributed electronically in advance. Live webinars feature real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live questions and verbal responses by the presenter. The recording of the webinar is available for 60 days.

REGISTRATION FEE:

- On or before February 24, 2023: \$140.00 + \$18.20 (13%) HST* = \$158.20 - Save \$25.00!**
- After February 24, 2023: \$165.00 + \$21.45 (13%) HST* = \$186.45**

*With ON HST. Please adjust tax for attendee's province as follows: 5% in AB, BC, MB, NWT, NU, SK, YK. 13% in ON. 15% in NS, NB, PEI & NL.

Register online: <http://seminarpartners.ca/register-for-courses/>

Register by mail, fax or phone: Return this form with payment to Jennifer Snoyer, Finance and Communications Coordinator, Seminar Partners, 2300 Yonge Street, Suite 1600, Toronto, ON M4P 1E4 Tel. 1.866.606.4212 or 647.352.8633 Fax 416.549.1619. Email: jennifer@seminarpartners.ca. Registration fee is refundable less \$50 admin fee if written cancellation received 10 working days before the program. No refunds will be made after the cancellation date. Program content, speakers and location may change without notice. See our website for all policies. In the event of program cancellation, our liability is limited to refund of registration fees. GST/HST #848208492

Name: _____ Firm: _____

Address: _____

City: _____ Province: _____ Postal Code: _____

Telephone: _____ Fax: _____ Email: _____

Payment information (or cheque payable to Seminar Partners)

Please charge \$_____ to my VISA/MC Card #: _____

CVV: _____ Card Expiry: _____ Signature: _____

Register today! • seminarpartners.ca • 1.866.606.4212 • jennifer@seminarpartners.ca