

Linda Swindling was the presenter who filled in for Shawna Suckow for our negotiation session.

Linda spoke about negotiation strategies, asking the right questions and gave examples what works and what doesn't. She shared research and tips from her book *Ask Outrageously: The Secret to Getting What You Really Want* including a link to her TEDxSMU Talk: *The World Needs You to Ask Outrageously*.

****If you would like the bonus resources** given participants including assessments, strategies to negotiate and monthly e-Tips on Negotiations and Leadership send a **Text to 42828** In the *message* put the word: **ASK**. You will receive a response text message to provide your email. Later, you will receive an email message from Linda with links to **Secret Resources and Tools** that looks like the one below.



Your Promised Secret Resources and Tools

Hi! It was great meeting you and speaking at your event! As promised, here are the secret resources and tools including white papers discussing research, assessments, articles, e-Books and strategies to help you lead more powerfully and reach outrageously great results with negotiations.

Ask Outrageously: How to Get What You Really Want bonus resources including:

- Assessments: What's Your Deal Style? & What's Their Deal Style?
- Assessment: How Well Do You Ask?
- My TEDxSMU Talk: The World Needs You to Ask Outrageously!

Stop Complainers and Energy Drainers: How to Positively Negotiate Work Drama resources including:

- Assessments: Spot Your Complainers Type & Are You Seen as a Complainer?
- Interview questions to avoid hiring complainers and strategies to turn complainers in to contributors
- Stop Complainers Webinar

High-Performance Leadership: How to Drive Winning Results with Everyone on Your Team resources including:

- High-Performance Survey
- Assessment: Are you a High-Performance Manager?

Surprise Bonus Tips!!!

Here are tips to avoid the **five most common negotiation mistakes**:

(more).....

NEGOTIATE