

NAPM – Madison invites you to
Spend the day with Robert Menard ...May 8th, Madison

The author of ***You're the Buyer – You Negotiate It!*** will lead a seminar of exploration. You will learn and practice both *The Science of Negotiation* and *The Art of Negotiation*.



This is an **interactive** seminar!

You will learn about –

- The Heart of the Negotiation
- Negotiation Planning & Preparation
- Communication Skills
- Tactics in Selecting, Exploiting, & Countering

You will practice new skills through targeted exercises, including –

- *Ranking the QSPD*
- *The 'Ol Restock Fee Play*
- *The Gaylord Principle*
- *The Negotiation Template*
- *The One Word Story Game*



Robert Menard is a purchasing and negotiation expert, professional speaker and trainer. He has presented to ISM affiliates and APICS chapter nationwide and has consulted and trained such corporate clients such as BASF, Burlington Northern Santa Fe Railroad, Excel communications, and the University of Texas among many others.

Where and How to Register

- **Member Price: \$199.00**
 (As a benefit of membership, NAPM–Madison members and members of other ISM affiliates may attend this seminar for a reduced price.)
- **Non-member price: \$249.0.**
- **Seminar times:** 8:00 AM to 11:30AM (morning session – doors open at 7:15 AM)
 11:30 AM to 1:00PM (lunch & affiliate meeting with Robert Menard)
 1:30 Pm to 4:45 PM (afternoon session)
- All registered attendees will be served a continental breakfast, lunch, and afternoon refreshments
- Seminar materials will be provided at the door.
- Location: **Quality Inn & Suites**, Fitchburg, Wisconsin
 (Find map on www.napm-madison.org)



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Early registration is required due to limited seating at the conference!

Contact: Mark Ashbrook, Professional Development Chair
c/o Seats Incorporated
P.O. Box 60, Reedsburg, WI 53959
Fax: 608-524-7641
Email: pmashbrook@seatsinc.com
Pone: 608-524-8261, extension 4241

Member (NAPM – Madison) Price \$199.00

Non-Member Price \$249.00

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