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Barry J. Elms presents the 6 Strategies for Successful Negotiations

Wednesday, May 5, 2010
1:00pm Eastern / 10:00am Pacific
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NEW! Take Your Negotiating Skills To Another Level!

"Passion may win battles, but strategies win wars."

General George Patton

Learn the strategies behind successful negotiations when **Barry J. Elms** brings the second in his series of highly acclaimed negotiations seminars to the Web.

In this fast-paced 90-minute session, Barry builds on the key elements from his first webinar, showing you 6 proven negotiation strategies you can use — and when to use them most effectively.

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We've pooled our resources to assemble the best, most comprehensive set of B2B credit learning opportunities — and deliver them to your desktop anytime, anywhere.



Meet Barry J. Elms — America's Business Coach for Negotiations

Barry, president of Strategic Negotiations International, is well-known to NACM audiences throughout the country. During a speaking career that spans more than 20 years, Barry has given more than 2,000 presentations worldwide. His energetic style and dynamic message will keep you on the edge of your seat.

His entertaining and inspiring material is appreciated by a portfolio of clients that includes General Motors, Ford Motor Credit, American Express, Verizon, Dell, Shell Oil, The Federal Reserve, and many other leading companies.

Born and educated in England, Barry has worked in sales, customer service, and credit management, as well as being CEO of companies in both Europe and America. In addition to being a world class public speaker, Barry also is the author of numerous video and audio programs including "Negotiate Your Way to Success," "Advanced Negotiation Skills," "Dialing for Dollars" and "The Art of Getting Paid."

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