

**Raleigh Dream Team Educational Luncheon Meeting
Tuesday August 16, 2011
RBC Center
1400 Edwards Mill Rd. / Raleigh, NC**

Parking – West VIP Lot; Enter the property through Gate E (the main gate) off of Edwards Mill. Proceed straight through the 4-way stop. About 1000 feet ahead on the left is the West VIP lot

The Five Fundamental Skills for Effective Negotiation

Jeffrey I. Gordon

Did you know that the average person completes more than 1,000 negotiations PER DAY? Whether you're bargaining against your boss, your spouse, your children or yourself, these negotiations chart the course your life will take. It surprises most people to learn that there are only five fundamental skills to be an effective negotiator. It's even more surprising to learn that professional negotiators miss at least one of them on every negotiation. As a result, mastering these five will significantly increase your success rate. Join Jeff Gordon for an engaging, activity-packed session to learn the Five Fundamental Skills for Effective Negotiation and make your next negotiation the beginning of your success!

Jeffrey I. Gordon is a professional negotiator who combines a unique background in hands-on IT management, business and law, and is recognized for his ability to efficiently identify and correct policy, procedure, term and pricing issues to effect lasting and marked value improvement. He has been featured in INC Magazine, CBS News and the Wall Street Journal.

Schedule

11:15 am – 11:30 am – Registration
11:30 am – 12:00 pm – Welcome and Lunch
12:00 pm – 1:00 pm – Presentation
1:00 pm – Announcements and Closing Remarks

REGISTRATION

Name _____ **Title** _____

Company _____

Address _____

City/State/Zip _____

Phone _____ **Fax** _____

Email _____ **MPI Member #** _____

Dietary Restrictions (Vegetarian, Allergies, Etc.): _____

FEE **By 8/9/11** **After 8/9/11**

- | | | |
|---|-------------|-------------|
| <input type="checkbox"/> MPI-CC Member | \$25 | \$30 |
| <input type="checkbox"/> Non-member | \$45 | \$50 |

METHODS OF PAYMENT – Credit Card, Cash or checks made out to MPI-CC. **If paying with a check, a credit card number is required in order to confirm your registration.** Checks must be mailed to the office prior to the meeting or delivered to the registration staff at the meeting. If the check is not received, then the credit card will be charged. Register with Affinity Plus by Fax 704-333-6927 or online at www.mpi-cc.org. Mail checks to MPI-CC, 1800 Camden Rd, Ste 107 #213, Charlotte, NC 28203.

Check **MasterCard** **Visa** **AMEX** **Amount Enclosed \$** _____

Credit Card # _____ **Exp Date** _____

Name on Card _____

Billing Address _____

Signature _____

Registrations may be canceled without penalty until 8/9/11. Cancellations received after that date and "no shows" will be billed. Onsite registrations will be accepted but limited based on space and catering limitations.