

# Roadmap

----- to Success:  
a business education series

## Negotiating for Success: Make it a win-win situation

Presenter: **Mike Inman**, Partner **TableForce**



**Thursday, October 20, 2011 • 7:30 a.m. – 9:30 a.m.**

Seating is limited. RSVP by: October 13, 2011 to [perickson@hendersonchamber.com](mailto:perickson@hendersonchamber.com) or call 702-992-7200

### How to negotiate deals that improve revenue and margin through:

1. Planning
2. Understanding win-win
3. Identifying clues as to the strength of your position

FREE to Henderson  
Chamber members

Having worked on both the sales and procurement sides of the table in industries including manufacturing, defense, airlines, technology, publishing, and gaming/hospitality, Mike will offer critical real-world examples and in-depth analysis to class case studies and discussion. Adding to his depth, Mike has successfully worked deals with people ranging from entry to C level, and from straight commodities to strategic relationship opportunities.

**\$25 non-members**

#### Workshop Location:

112 S. Water St., Henderson, NV 89015



The Henderson Business Resource Center is a non-profit organization under the Henderson Chamber of Commerce Foundation; designed as a Business Incubator to strengthen and diversify the local economy.

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