

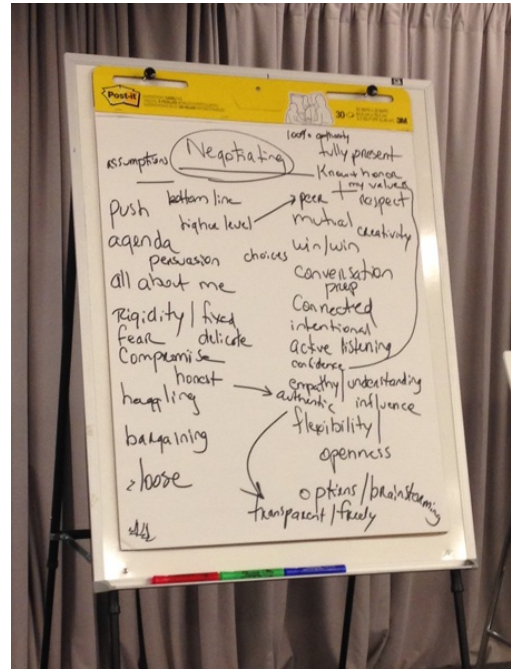
How to Master Negotiating...Creating The Win/Win Highlights

fwa.org/spotlight/how-to-master-negotiating-creating-the-winwin-highlights/

On Friday, December 1st, 28 early risers gathered in midtown at the MetLife building to participate in the fourth workshop organized by the BOLD Committee. This time, highly acclaimed coach Jim Arnoff ran a workshop on how to master negotiating.

Throughout the highly interactive 90' session, Jim encouraged members to distinguish positive versus negative negotiating. As participants shared real life negotiating situations, Jim illustrated how to take control of one's negotiating and maximize results. A few tips about negotiating included:

- **Be authentic**, honor your own value and self-respect when negotiating with those who appear to be aggressive.
- **View your managers as peers** to empower yourself while negotiating.
- **Avoid using hedging words** such as 'sorta', 'trying', 'but' since those words carry negative meaning or do not show your commitment. Instead, share your accomplishments, skills, and focus on what you enjoy and want to achieve.



Once again, this workshop was sold out and participants left the room feeling much more empowered.

For those who wish to learn additional tips on negotiating, Jim recommends New York Times bestseller: "You Are a Badass: How to Stop Doubting Your Greatness and Start Living an Awesome Life" by Jen Sincero.

Happy Holidays to all and see you in the new year for more workshops!