



Gain the Edge!® Negotiation Strategies for Lawyers

Featuring Marty Latz, international negotiation expert and author of *Gain the Edge!*



“Martin Latz is one of the world's leading negotiation experts and instructors and has appeared on **CBS, CNN, MSNBC** and **FOX**. Since 1995, he has taught over 100,000 lawyers and business professionals how to more effectively negotiate, including on 4 continents and in 6 Canadian provinces. A **Harvard Law honors graduate**, Marty will help make you a better negotiator.

For more on Latz and to check out his negotiation columns visit www.LatzNegotiation.com

YOU NEGOTIATE EVERY DAY. In fact, your ability to effectively negotiate may be the most critical skill you possess. Yet most negotiate instinctively or intuitively. This seminar will help you approach negotiations with a strategic mindset.

And make no mistake – no matter how much you've negotiated, you can still learn. Adding that one new tactic may be the difference between winning and walking away empty-handed.

“Marty Latz is one of the most accomplished and persuasive negotiators I know.”

George Stephanopoulos,
Anchor, ABC News Good Morning America

“Easily the best CLE presentation I have attended in 39 years as an attorney. The content, presentation and passion were superb.”

Steve C. Johns,
Heartland Business Exchange, Kansas

Saskatoon
(with Live Stream)

Thursday
March 26, 2020
Hilton Garden Inn

9:00 a.m. to 4:30 p.m.
(Registration 8:30 a.m.)

15 Skills You'll Learn

1. Latz's 5 Golden Rules of Negotiation
2. Ways to gain leverage when seemingly powerless
3. Strategies to get past “No” – if all appears lost
4. 1st offer dynamics – when to make it and when to wait
5. Secrets to success in emotionally charged negotiations
6. Powerful agenda control techniques
7. Deadline and timing tips
8. Where to use Competitive techniques vs. problem solving strategies
9. Tactics to generate creative solutions
10. How to get power with effective information gathering
11. When to share information – and when to keep it
12. When to hold – and when to fold
13. Ways to deal with untrustworthy adversaries
14. How to keep options open while building future relationships
15. The difference between “puffery” and unacceptable lying

PROGRAM

- 8:30 Registration
- 9:00 Introduction – The “Car Negotiation Story”
- 9:10 Discuss Latz's Golden Rules of Negotiation
- 10:30 Break
- 10:45 Negotiation Ethics – Part I
- 11:45 Discuss Negotiation Strategies
- 12:00 Lunch
- 1:00 Discuss Negotiation Strategies
- 1:30 Prepare to Negotiate Simulation
- 2:00 Negotiation Simulation
- 2:30 Analyze Negotiation Simulation
- 2:45 Break
- 3:00 Discuss Negotiation Strategies
- 4:00 Negotiation Ethics – Part II
- 4:30 Adjournment

General Information

We reserve the right to change speakers, modify the program schedule, and/or revise content if necessary. In the unlikely event that the Law Society of Saskatchewan is forced to modify its program schedule, registrants will be notified.

Please attend the registration table at the seminar to sign in.

Confirmation of registration will not be provided as we prefer not to pass on the added expense to our registrants.

Note: Invoices and receipts will not be provided unless requested. This registration form is your invoice. Your cancelled cheque is your receipt; however, for credit card payments your receipt will be mailed.

We endeavour to make our activities available for all members. **Please feel free to contact us if you require any specific accessibility accommodations.**

Cancellation Policy

Notification of cancellation must be in writing and received by 4:00 p.m. two (2) days prior to the seminar resulting in a \$20.00 (plus GST) cancellation fee. **Non-compliance** will result in forfeiture of the entire registration fee. **Non-attendance** does not constitute cancellation. Upon receipt of a written request, consideration will be given for non-attendance caused by illness or weather conditions.

Registration Form

Gain the Edge! Negotiation Strategies for Lawyers

Featuring Marty Latz (CPD 265)

Please register me:

- Saskatoon: Thursday March 26, 2020
Hilton Garden Inn
90 - 22nd St E
- Live Stream: Thursday March 26, 2020

Registrations will only be accepted until 4:00 pm two (2) days prior to the seminar. Space is limited so register early.

Registration includes course materials, lunch and refreshments.

The seminar materials will be available digitally only. Registrants will receive all materials prior to the seminar and will be responsible for either printing the materials or bringing a device on which to view them digitally.

NAME

FIRM

PHONE

FAX

EMAIL

Registration Fees

- | | | |
|--------------------------|------------------------------------|----------|
| <input type="checkbox"/> | Law Society Member (Active) | \$425.00 |
| <input type="checkbox"/> | Law Society Member (Inactive) | \$215.00 |
| <input type="checkbox"/> | Articling/Law Student | \$215.00 |
| <input type="checkbox"/> | Legal Support Staff | \$425.00 |
| <input type="checkbox"/> | Non-member Lawyer | \$510.00 |
| <input type="checkbox"/> | Other Profession | \$510.00 |
| <input type="checkbox"/> | Travel Discount (100+ km to venue) | -\$50.00 |

Subtotal:

GST (5%):

Total:

GST Registration No. 107604381

Make cheques payable to:

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