

“Get What You Want-*Harness the Power of Positive Influence, Persuasion and Negotiation*”

Date:	September 12, 2008
Location:	Round Rock Higher Education Center 1555 University Blvd Round Rock, TX 78664
Driving Directions:	Start out going NORTH on I-35. Take EXIT #256 - SH 1431/University Blvd. Turn RIGHT (East) onto University Blvd. Keep STRAIGHT for about 1.5 miles. AVERY BUILDING, 1555 UNIVERSITY BLVD. will be on RIGHT SIDE.
Time:	Registration/Full Breakfast/Networking starts at 7:15 a.m. Program from 8:00 –12:00
Cost:	\$75 for members and affiliate chapter members \$95 for non-members
Link to registration:	https://www.123signup.com/register?id=tp hdf

Wouldn't it be great to get what you want? You can if you know how to harness the power of influence, negotiation and persuasion. Learn the secrets of making the most of each interaction and business opportunity. Understand how to effectively respond to others, no matter what their personality style or ability. Designed for people who want to increase their outcomes, enhance their bargaining position and optimize their impact.

Learn how to:

- **Create trust and build successful relationships**
- **Evaluate individual bargaining strengths & needs**
- **Identify common tactics and implement counterattacks**
- **Calculate risks without alienating others**
- **Avoid bad decisions and common mistakes**
- **Stop leaving things “on the table.”**
- **Know a good deal and when to walk away**

This program will enhance your decision making skills, help hone your management skills towards your employees and your boss and add to your professionalism no matter what your role within your organization!



Our Speaker..... **Linda Swindling, JD, CSP**

- ✓ A speaker with practical business expertise who can motivate.
- ✓ A respected author and authority on negotiations and influence.
- ✓ Former television and stage personality who is quick on her feet.

Full biography on next page

Linda Swindling cont.

The Center for Influence's president and CIO (Chief Influence Officer), Linda Byars Swindling, started her professional career as an employment attorney in a large downtown Dallas law firm: Geary, Glast and Middleton. She was partner in the Carrollton, Texas law firm, Withrow, Fiscus and Swindling. After becoming a mediator, she received training from the University of Houston White's Institute for Dispute Resolution and Harvard's program on negotiation. When her first book *The Consultant's Legal Guide* was published, Linda left the practice of law. Creator of the popular *Passports to Success* series, Linda has authored or co-authored a number of books including *Impact Negotiation*, *What Smart Trainers Know*, and *The Productivity Path*.

A Certified Speaking Professional, Linda is a ToP™ trained facilitator and a COREMAP personality assessment facilitator. She holds both a law degree and a broadcast journalism degree from Texas Tech University. While in Lubbock, Texas she worked for a short time for both ABC affiliate KMAC-TV and KTXT, a local radio station, and made local commercials. Prior to attending college, she danced professionally with a Dallas dance company and spent some time in New York City studying dance. She is an award winning presenter and a MPI Platinum speaker.

A mother of two who has been married almost 20 years, Linda has served as the president of the Metrocrest Social Services Center and as a national director and an officer of the National Speakers Association.



Plan Ahead!

October 10, 2008

Celebrating Diversity Month with speaker

Debi Dault, GPHR

Sr. Global Consultant

*The MI Group (Debi is also the
Global forum Director for the Texas State Council of
SHRM)*

Presenting

“What is Your Global IQ?”

