



→ High Impact Fee Negotiation

Learn valuable negotiating skills which will improve client relationships and deliver significant additional fees and profits.



Fee negotiation has become an increasingly critical skill for professionals and their firms.

Date: 25th November 2015
Location: The Møller Centre, Cambridge
Timings: 09:00 - 17:00
Price: £1850 + VAT

To register [click here](#),
or contact:
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Facilitator Ori Wiener is author of the book "High Impact Fee Negotiation" and contributes to the blog "High Impact Fee Negotiation and Management for Professionals"

Despite its importance, many avoid actively engaging their clients in fee discussions for fear of risking their relationship or the prospects of future work. As a result, profitability is lost and relationships can be damaged.

This programme has been specifically designed by professionals for professionals and has been successfully delivered to over 2500 participants at a broad range of leading national and international firms. Previous participants have reported being able to generate significant additional fees which have delivered a very substantial rate of return on the programme fee within three months of attending.

Participants will learn how to:

- ◆ plan and prepare effectively
- ◆ build trust and look for opportunities to create additional value
- ◆ use easy-to-apply tools and techniques to maximise their negotiation power
- ◆ understand personal negotiation preferences and their impact
- ◆ successfully apply and counter commonly used negotiation tactics

Participants will be challenged during the programme, but most importantly they will have the opportunity to embed new negotiating techniques with immediate feedback.

With over 50 years of combined experience as active negotiators, the facilitators, Ori Wiener and John Morton, share their professional knowledge and the insights they have gained from developing the negotiation skills of over 4000 professionals, from the legal, banking, retail, industry and private equity sectors.

