

# NEGOTIATION SPEAKER

## LINDA SWINDLING, JD, CSP

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Empowering leaders to NEGOTIATE everything from big deals to work drama using proven strategies that drive results without driving others away.

### **Negotiation Strategy & Executive Coaching**

In addition to keynote and breakout programs, Linda offers negotiation strategy and executive coaching designed to take leaders to a new level of professional results. Linda's positive coaching style reinforces attempts and create professional results that are consistent and growing. Her coaching offers women leaders and high performers the opportunity to enhance their positive influence, persuasion and negotiation skills while achieving breakthrough outcomes.

As a workplace negotiation expert, a Board Certified Coach and a former Vistage chair who coached CEOs and key executives, Linda offers a wealth of insight as well as strategies that drive results. Her high-performance coaching focuses on communication, leadership and/or negotiation.

#### ***Have you ever:***

***Found yourself on the edge of doing something phenomenal and hesitated wondering if it is the right direction and the right time?***

***Wanted to ask for something big but simply taken what you're offered?***

***Known you had the right ideas but wished you could "check your answers" before you presented them?***

***Felt stuck or mentally exhausted in making decisions that once were easy?***

***Had difficulty with the complainers and energy drainers causing drama at work or in your life?***

***Planned a clear course of action and then discovered all your hard work was no longer relevant?***

***Wondered what would be possible if others with influence genuinely cared about your success?***

## COACHING PACKAGES

### INDIVIDUAL EXECUTIVE COACHING PACKAGES

Customize your development and address your specific challenges and objectives in negotiation strategy and leadership. Designed to build confidence and enhanced positive influence of leaders and high performers in an encouraging, safe 1:1 environment.

### VIRTUAL EXECUTIVE GROUP COACHING

*Connect to a community of business owners and executives who are as committed to your success as they are their own.*

Virtual Executive Group Coaching gives you an executive coach to lead you to a greater awareness of your strengths and what you bring to the table. And objective feedback and sound business advice in a safe environment from successful peers in diverse industries. Executive coaching and mentoring program offers the strategies and safe haven you need to build your confidence and have a significant professional breakthrough. In addition to Linda's coaching and mentoring, you obtain membership in an accountability group that supports each other in breakthroughs and breakdowns.

**Methodology:** A combination of training, four teleconferences and peer coaching situations to support your development, strategic objectives and breakthrough results. (Optional 1:1 coaching.)

### Goals and Objectives

Executive group coaching and 1:1 executive coaching topics are agreed upon by the client(s) and coach. Depending on objectives, sessions can focus on or include:

- Attracting more of the clients and work desired.
- Understanding customer needs and why your service or organization is the preferred choice.
- Showing up powerfully: Strategies to present confidently to decision makers.
- Maximizing each negotiation opportunity by identifying options, essentials and "no brainers."
- Asking powerful questions to determine real issues.
- Negotiating the internal push and pull for resources.
- Identifying and building win-win-win partnerships for collaboration and innovation.
- Avoiding over-committing and unnecessary compromise especially when margin is impacted.
- Crafting messages that reflect approachability and generate buy-in.
- Pursuing project leadership, promotion and/or partnership status.
- Discovering ways to incorporate other gifts, talents and strengths into the workplace.
- Persuading in high-stakes conversations or when confronted with the unexpected.
- Counterattacks and strategies for tactics.
- Understanding DEAL styles - what they are, how to spot them and ways to communicate with each style to reach desired, durable outcomes.

- Conversing with confidence, tact and care, especially in closing performance gaps.
- Positively negotiating when faced with negative or difficult communication styles.
- Mentoring and/or coaching to develop human potential, encourage contribution and gain commitment.
- Increase your performance, contribution and profitability.
- Mitigating crisis and escalations by anticipating issues and handling objections.
- Building win-win-win partnerships with stakeholders.

## **INVESTMENT**

### **INDIVIDUAL EXECUTIVE COACHING PACKAGES**

Three sessions (up to 50 minutes) by phone and/or Zoom. Includes: In-take to explore current business situation, analyze opportunities and identify threats. Each session the client and coach will agree on the goals and objectives for the upcoming session and the client will commit to their completion. In the event that it becomes apparent that the client will be unable to complete the weekly goals the client agrees to contact the coach and "renegotiate that week's goals."

Investment: \$1500 per person. (3 session minimum. Additional sessions at \$500 each.)

### **VIRTUAL EXECUTIVE GROUP COACHING PACKAGES**

Four sessions (up to 90 minutes) by phone and/or zoom. Designed to move quickly. Group members will support each other in development and help hold other members accountable. Minimum of 8 participants. Group members and coach will determine content based on current needs. Also, includes review of homework assignments.

Investment: \$997 per person.

### **VIP INDIVIDUAL AND VIRTUAL EXECUTIVE GROUP COACHING PACKAGES**

Participants receive all of the benefits of the Individual Executive Coaching and the Virtual coaching packages *plus* review of SPARK or COREMAP assessment (\$500 value.)

Investment: \$2,497 per person.

### **MATERIALS FOR EXECUTIVE 1:1 AND GROUP COACHING**

Programs include review of *How Well Do You Negotiate Assessment*, *DEAL Assessments* and/or *Stop Complainers Assessments* at no additional costs.  
 SPARK Profile or COREMAP assessment with review (\$500 value.)

## Linda Swindling, JD, CSP



Negotiation speaker and author Linda Swindling, JD, CSP, empowers leaders to negotiate everything from big deals to workplace drama using proven strategies that drive results without driving others away.

Linda learned first-hand how to negotiate results from her experiences in the courtroom and the boardroom. During her 10 years practicing law, Linda became a partner, successfully negotiated several million dollar deals, and resolved cases that “couldn’t be settled.” She also served as a respected mediator in the Dallas/Fort Worth legal community. In addition to her legal training, Linda received advanced negotiation training through the Attorney-Mediators Institute, Harvard Law School’s Program on Negotiation, and The University of

Houston’s A.A. White Dispute Resolution Center. A Board Certified Coach, Linda was selected through a competitive process to be a Chair with Vistage, the world’s largest CEO development organization. For five years, her role as a Chair included facilitating peer groups as well as coaching and advising CEOs and key executives.

Linda is an engaging keynote speaker who delivers take-home strategies which work in the real work environment. Her material is innovative, based on original research and gained from more than two decades of experience. You won’t hear anecdotal or intangible theories based on books she read. Instead, you get strategies that produce breakthrough outcomes and lasting results. Linda’s past clients include Ericsson, Pepsico, Marriott, Texas Instruments, and more.

Linda is the author/co-author of more than 20 books, including her best-selling *Ask Outrageously! The Secret to Getting What You Really Want*, *Stop Complainers and Energy Drainers: How to Negotiate Work Drama to Get More Done* and *The Manager’s High-Performance Handbook*. She is a frequent media guest and a TEDx speaker.

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### What Others Are Saying About Linda...

*“Wow! I thoroughly enjoyed Linda’s awesome, entertaining, humorous, and valuable presentation. Her energy, the information and resources she shared, and her enthusiastic encouragement continues to inspire.”*

— **University of California, Berkeley**

*“Linda was absolutely fantastic.”*

— **Four Seasons Hotels and Resorts**

*“Linda, the evaluations you received from our audience last week are superior! If all presenters were as professional as you, our jobs would be so much easier.”*

— **International Association for Exhibition & Events (IAEE)**

**For any questions or to book Linda, please contact:**

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