

NEGOTIATION SPEAKER

LINDA SWINDLING, JD, CSP

Ask Outrageously!

The Secret to Getting What You Really Want

Do you ask for what you want? Or, do you simply take what you're offered?

There is magic in asking. The strongest friendships, top sales teams, and most successful businesses have one thing in common – courageous people who feel the fear and still ask for what they want. People who achieve the best results are people who know how to *ask outrageously*. In this presentation, Linda Swindling shares tactics and strategies which help people show up powerfully and ask for what they *really* want. She'll show how to spot the other people's negotiation (DEAL) styles in order to communicate effectively and create outrageously great outcomes. Team members and their leaders will know how to negotiate the best deals at work and in life with confidence and integrity.

After attending, participants leave with strategies to:

- Turn negotiations into a conversation instead of a confrontation;
- Show up powerfully and communicate effectively so that others will listen;
- Reach winning results with integrity and confidence;
- Create significant connections with key people and attract support for their ideas;
- Spot other people's negotiation (DEAL) styles; and
- Make confident decisions and embrace strategic risk taking.

IDEAL AUDIENCE: For all employees. Specific audiences have included: sales teams; governmental departments; professionals such as lawyers, doctors, financial advisors, and accountants; insurance and tech companies; women's groups; associations; and more.

FORMAT OPTIONS: 45-60 minute keynote; or half-day to full-day workshop.



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* and *Stop Complainers and Energy Drainers: How to Negotiate Work Drama to Get More Done*. She is a frequent media guest and a TEDx speaker.

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)**