

NEGOTIATION SPEAKER

LINDA SWINDLING, JD, CSP

Negotiating Change

How to Adapt to Change with Clarity & Confidence

Have you ever planned a clear course of action and then discovered all your hard work is no longer relevant? Are you negotiating a change you chose or one that was thrust upon you? What would happen if you could adapt to change without the mental exhaustion?

Change is inevitable and arises from numerous sources. You may be experiencing new leadership, tackling a change in roles or position, losing members of your team, and/or tasked with transforming the way you do business. When you add personal challenges like illness, the death of a loved one, a divorce or even happy events like marriage and a baby, life can seem out of control. Whether the change was planned or a surprise, you often have more control and options than you think. *Really.*

After attending, participants leave with strategies to:

- Negotiate the learning curve and respond effectively to crisis, conflict and failure;
- Initiate, manage and champion change;
- Know the best questions to ASK when faced with a surprise or problem;
- Plan for anticipated situations and innovate when unanticipated issues occur;
- Encourage breakthroughs when others are breaking down;
- Let go of expectations of how it “should” be and embrace calculated risk-taking;
- Increase your tolerance for ambiguity and the unknown; and
- Influence others to commit even when the change is not fully defined.

FORMAT OPTIONS: 1 hour keynote or 2-3 hour interactive workshop.

IDEAL AUDIENCE: For everyone dealing with change. Specific audiences have included: leadership teams; governmental employees; professionals such as lawyers, doctors, financial advisors, and accountants; insurance and tech companies; women’s groups; associations; and more.



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)**