

Glorious Triumphs:

The average reported return on investment from attending the Scotwork Negotiating Skills Course here in NZ is in excess of ten times the course fee within a three month period.

Given not everyone completes their 3 month evaluation the returns are obviously likely to be much higher. You don't have to wait three months for a return though. We received the following e-mail the Monday after the course. Glorious triumph No 2 is worth over 35 times the course fee! – not bad!

Hi Mark,

Thought you might like to hear about some early triumphs...

Glorious Triumph No 1:

Negotiated with 2 x GMs to move crate colour to the one colour (3 operations, 3 crate colours) therefore potential to maximise greater volume with lower overheads of colour, plates etc. - If you agree to have red crates, then I will secure you pricing of \$x for the next 2 years. Result: issues with process - trial close, "so if I assist with defining a process across the operations, you would be happy to have red crates?". Result: all operations on red crates and issue of process being resolved.

Glorious Triumph No 2:

Negotiated deal on Friday with our crate supplier - "if you hold the price of \$x per crate then I'll give you a sole supply contract for 2 years with a guarantee of x purchases. Result: \$134K savings over 2 years!

Glorious Triumph No 3:

Negotiated with husband - if you help me move bed and desk, then I'll leave you to watch V8's for an hour and look after Dylan (3yr old!). Result - no dramas, furniture moved and Dylan watched V8s with him!

Cheers
NH