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| **A logo with blue and green triangles  Description automatically generated** | Negotiation Workshop with Mitch Harper  Evergreen Founders Training Center, Farmers Branch, TX  Tentative Agenda | **A logo with a letter and a triangle  Description automatically generated** |

Wednesday, April 17, 2024

06:00 PM – 06:30 PM Hospitality Reception (Double Tree Hotel)

06:30 PM – 08:30 PM Dinner and Introductions

Thursday, April 18, 2024

06:30 AM – 07:30 AM Breakfast (Double Tree Hotel)

07:45 AM – 08:00 AM Transportation to Evergreen Founders Training Center

08:00 AM – 12:00 PM Keys to Effective Negotiations

Negotiation Styles & Types

Role Play

12:00 PM – 01:00 PM Lunch

01:00 PM – 04:00 PM Sakes Value in Negotiation

Role Play

Negotiation Communication & Tactics

04:00 PM – 04:30 PM Evergreen Web Site and Certification Programs

4:30 PM Depart for Hotel

Friday, April 19, 2024

06:30 AM – 07:30 AM Breakfast (Double Tree Hotel)

07:45 AM – 08:00 AM Transportation to Evergreen Founders Training Center

08:00 AM – 12:00 PM Sales Goals, Strategies & Tactics and Sales Types

12:00 PM – 01:00 PM Lunch

01:00 PM – 02:00 PM Importance of Sales Metrics

Coaching Strategies

02:00 PM Wrap up and Depart for Airport