

Learn to negotiate better and save your company money on the goods and services you purchase!

NAPM-San Diego has teamed up with Next Level Purchasing to offer an online class entitled "Powerful Negotiation For Successful Buying" at a 5% discount to NAPM-San Diego members. When you complete this class, you will earn 8 Continuing Education Hours that you can apply towards C.P.M. recertification. Sign up today for immediate access and learn the techniques used by the world's best negotiators, including:

- The 9 essential steps of preparing for a negotiation
- When negotiating by email is smart and when it is the most foolish thing a purchaser can do
- The Negotiation Secret Suppliers Don't Want You To Know
- The persuasive concept that great marketers and sellers use, but buyers don't use often enough
- The 1 negotiation technique that is difficult for even the best sales negotiators to overcome
- Exactly what to say in 18 common negotiation situations
- 4 common supplier tactics and how to neutralize them
- 7 mistakes most purchasers don't realize that they make and how to avoid them
- How to close a negotiation with big results using respectful pressure and so much more!!!

To register for Powerful Negotiation For Successful Buying:

1. Complete this form and mail to Next Level Purchasing, Inc., P.O. Box 901, Moon Township, PA 15108, **OR**
2. Complete this form and fax to (412) 294-1992 (credit/debit card orders and purchase orders only)

You will receive an email with a user name, password, and instructions within 24 hours of our receipt of this form. Any questions about this class can be sent to Charles Dominick at napmsd@nextlevelpurchasing.com.

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Company Name: _____ Student Name: _____

Student Phone Number: _____ Student Email Address: _____

Address Where Certificate Should Be Sent: _____

YES!!! Sign me up for Powerful Negotiation For Successful Buying for \$190 (regularly \$200)

Payment Method (check one):

- Check/International Money Order (Enclose check/money order made payable to Next Level Purchasing, Inc.)
- Purchase Order (Enclose purchase order, terms are net 15)
- Credit/debit card

Type of card (circle one): Visa MasterCard American Express Discover

Name on card: _____ Card #: _____

Expiration date (mm/yy): ___ / ___ 3- or 4-digit security code: _____

I hereby submit this application subject to the Registration Policy found at <http://www.NextLevelPurchasing.com/policy.html>.

Signature: _____ Date: _____