

### **Negotiation and the Art of War: “Negotiating To Get Your Price”.**



November's meeting continued our focus on developing skills to get the price we want for our products or services.

Gene Killian, lawyer and court-approved mediator whose 20-year career includes negotiating

hundreds of agreements gave us an exciting information-packed seminar that brought clarity to the clutter of contradictory negotiating techniques. Using the seven principles of success – based on the ancient principles of Chinese general Sun Tzu – he taught us how to profile our opponent and prepare and position ourselves to come away with the end result we want from the negotiations game.

Gene is a dynamic speaker who uses humor, self-insights, group insights and shared clever tips to get his audience to gain a level of comfort with the negotiating experience and really understand what it takes to be a more successful negotiator.

### **Holiday Party – 2006 – Glam, Glitter & Fun!**



If you missed this year's holiday party you missed an absolutely fabulous event. Held at the beautiful and delightful Teaberry's Tea Room on Main Street in Flemington, and catered by owner Susan Peterson and her excellent staff, our guests and friends enjoyed a gourmet dinner with a choice of three salads, two entrees, and no less than six desserts. There were prizes for "Tea Bingo" and a Holiday Songs and Carols Table Challenge. Three holiday gift baskets, donated by Teaberry's, Sue Fox, Mary Kay Consultant, and Lisa Stamler, Creative Baskets were raffled off along with other surprise gifts. There was also an ornament exchange for interested guests.

We had an excellent turnout and it was wonderful

to welcome new members, visit with members we haven't seen for a while and renew friendships.

### **Tidbits from our members.....**

Emily Holmes of Emily Holmes Designs is starting January art classes. They will focus on stained glass, glass fusing and more. January 11 – February 8: Introduction to Stained Glass – 5 weeks; January 16 – 30: Introduction to Glass Fusing – 3 weeks; January 20: Mosaic Mirror – 1 day; January 22: Stained Glass Jewelry – 1 evening. Winter is a wonderful time to learn a new craft and you'll come away with new decorative items and jewelry and an exciting new hobby.

Ulka Rodgers who joined Re/Max Signature Properties late last year has qualified for the office award club for 2006 with four listings and three sales. Congratulations Ulka!

### **Upcoming NJAWBO State Events**

WBC Loan Fair – January 18 at the UCEDC location in Union. NJIT Procurement Fair – January 18. Ninth Annual Procurement Event & Expo – February 8. For more information about these and other upcoming events go to [www.njawbo.org](http://www.njawbo.org).

### **Feedback Sought On Family and Medical Leave Act (FMLA)**

If your company has been frustrated by the vagaries of the FMLA now is your chance to be heard. The US Department of Labor is seeking feedback on the FMLA. This public survey is the first in over a decade. They want input ranging from the amount of notice necessary to declare sick leave, to what qualifies as a serious illness. Comments are due by February 2, 2007, and can be submitted electronically at [whdcomments@dol.gov](mailto:whdcomments@dol.gov). Don't miss out on this opportunity to shape the laws that directly affect your business.



### **SAVE these Dates...**

Chapter Meetings: February 12 – Love Your Home Based Business But Watch Out For The Start-up Pitfalls; March 12 – NJAWBO Central Region Dinner; April 9 – Customer Loyalty – You Got Them, But What Does It Take To Keep Them?; May 14 – Selling Skills; June 11 – Leveraging the Internet

**BIZ Book Club:** Meets quarterly at Borders Book and Music Store in Flemington. It cost \$5.00 for all the coffee you can drink and great discussions around business books that can help you develop your business and management skills. Books should be purchased prior to our meeting at the Borders store. Be sure to use our Borders Rewards or Corporate Card to get a discount.