



Credit and Financial Development Division

CFDD "Connect your career"

NEGOTIATION TECHNIQUES

**Facilitator: Kevin J. Blakley
Gammage & Burnham, Attorneys at Law**

Kevin has been a long time member of CFDD Phoenix and will mentor us this month on negotiation techniques: **Negotiating With Reason**

1. Understand the background and issues and plan for negotiations.
2. Emphasize objectivity over people and emotions.
3. Listen to other side.
4. Frame the discussions in terms of interests instead of positions.
5. Be creative and open minded in considering options and alternatives.
6. Avoid common pitfalls.
7. Work toward a solution that will not lead to further disagreement.
8. Confirm agreement in writing

Kevin Blakley is a partner at the law firm of Gammage & Burnham where he has represented lenders and creditors for the last 25 years. He handles all aspects of collection, including trustee's sales, prejudgment remedies of replevin and attachment, post-judgment enforcement and mechanic's lien litigation. He frequently represents creditors in bankruptcies.

Kevin is the author of a chapter entitled "Getting Your Money – General Prejudgment and Post-Judgment Remedies" in the *Arizona Civil Remedies Handbook* published by the State Bar of Arizona. He is a frequent speaker on bankruptcy, creditor's rights and construction law.

Although he negotiates matters every day in his law practice, he seldom wins any debate with his wife.

You're invited to attend the CFDD-Phoenix business luncheon and seminar to be held Tuesday, November 8th from 11:30 AM to 1:00 PM

**Phoenix Airport Hilton
2435 S. 47th Street, Phoenix, AZ 85034**

Your Customers and co-workers are Welcome!

CALL YOUR RESERVATION TO GEORGEANN WEINHANDL

HOSPITALITY CHAIR @ 602-366-8557 OR

Georgeann_Weinhandl@fmi.com

Cost: CFDD Members \$30.00; Non-members \$45.00

(48 hour cancellation notification is required)



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**Credit & Financial Development
Division Phoenix Chapter**

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CFDD Phoenix Chapter members have the option of bringing payment when attending CFDD Day or if billing is required.

An invoice is provided that same day. If you're billing information has changed please update with Treasure Ayrika Williams, thank you.



**Are available for this
meeting
this meeting**