GAIN THE EDGE! ® NEGOTIATION STRATEGIES FOR LAWYERS AND BUSINESS PROFESSIONALS
Featuring Martin Latz, national negotiation expert and author of Gain the Edge! Negotiating to Get What You Want

Friday, June 6, 2014 • 8:00 AM – 4:30 PM
KCMA Conference Center
Credit: Missouri – 8.1 including 2.0 ethics / Kansas – 8.0, including 2.0 ethics
Cost: KCMBA Member - $230 / Non-Member - $270

DESCRIPTION

Lawyers in over 40 states and 4 provinces have given Marty Latz a thumbs up — way up!
“Marty Latz is one of the most accomplished and persuasive negotiators I know.
In [his book] Gain the Edge! you will see why.”
George Stephanopoulos, Anchor, ABC News Good Morning America

“I made money during the seminar break using these techniques.”
Bob Higley, Secured Settlements, Inc., Houston

“Easily the best CLE presentation I have attended in 39 years as an attorney. The content, presentation and passion were superb.”
Steve Johns, Heartland Business Exchange, Leawood, KS

Renowned negotiation expert Martin E. Latz, founder of the Latz Negotiation Institute, has trained over 75,000 lawyers and business professionals around the world to more effectively negotiate. An Adjunct Professor – Negotiation since 1995 Arizona State Univ. Law

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