

# Lorraine Bossé-Smith

**NEGOTIATE WITH STYLE!  
GO FOR THE WIN-WIN!**

Every day, we are negotiating something, and it need not be a dreaded or painful experience. Often times, the word negotiating has a negative connotation, but this program turns it into a positive one by helping you bridge the gap.

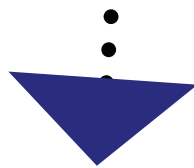
Learn how to create winning solutions for all parties involved that will not only benefit your current situation but will build long-term rapport and respect.

*“Go for the win-win in your negotiations, and you will win more than an account—you gain a customer for life!”*

Lorraine Bossé-Smith

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## THREE TAKE AWAY BENEFITS



Participants will:

- Discover their unique selling style and keys to identifying their customers immediately.
- Learn how to adapt their communication and negotiation techniques based upon the needs of their customers.
- Create win-win scenarios that get financial results and long-term client satisfaction.



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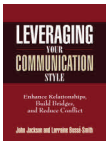
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### AUTHOR OF

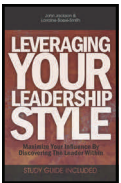
#### *Leveraging Your Communication Style*

Open the doorway to better communication with this informative book on the different communication styles. Learn how to avoid conflict, build stronger relationships and create better teams.



#### *Leveraging Your Leadership Style*

Discover your unique leadership style and how to motivate and inspire others based upon their unique leadership style. Includes a study guide!

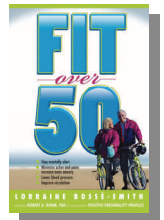


*Check out more of Lorraine's books and fitness DVD's at:*

[www.lorrainebosse-smith.com](http://www.lorrainebosse-smith.com)

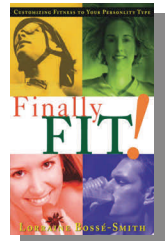
#### *Fit Over 50*

Make your next chapter of life your BEST by understanding the aging process and how you can maximize control over 70%! In order to have a healthy tomorrow, start by getting fit today with this encouraging and helpful book.



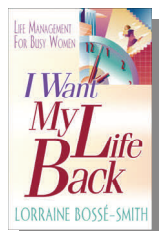
#### *Finally FIT!*

This is not a one-size fits all approach to fitness. Readers will discover their unique FIT (fitness individuality trait) and develop a customized program specifically for them. Set up for success, for the first time, readers will become Finally FIT!



#### *I Want My Life Back!*

Achieve balance in a fast-paced world; Reduce your overall stress levels; Put enjoyment back in your life and enjoy greater physical, mental, spiritual well-being.





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@Lorrainebosse  
#FITLeader

Lorraine has spoken to small and large groups alike. Some of her satisfied clients include:

- Camp Pendleton Marine Base—CA
- McCrometer, Inc.—CA
- Alliance Med—AZ
- Telgian Corp—AZ
- OK Music Teacher's Assoc. Conference
- Discover Financial Services—AZ
- Hach Company—CO
- ATD CA & CO
- Women in Financial Services Conference—IL
- Meeting Professionals International—NC
- SHRM AZ, CA, CO, TX

To join this list, please call Lorraine today! Ask how you can obtain a discount on her speaking fees.

Books available at bulk discount for resale.

## ADDITIONAL INFO

- Author of Eight Published Books
- Certified Professional Behavioral Analyst
- Certified Professional Motivators Analyst
- Professional Member of the National Speaker's Association
- AFAA Certified Fitness Professional
- Certified Advanced Personal Trainer
- Graduate of Coaching Inc.
- AS Degree & BS Degree

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