

Sunday 8th April

Weekly tips and ideas for business professionals



Negotiation Update

The search for value



Sunday morning...

Sunday morning in South London. Back from Vegas and California. I'll put a full report on the Vegas trip in the blog later this week if you're interested in the hotels, restaurants and the shows.

Some tastefully understated Vegas hotels...Can you name all four of them?

I know that there are many SDI users in this network and I've just taken the three day course in Carlsbad with a view to introducing the product into Southern Africa. It's a most exciting opportunity and I'll keep you up to date with progress. I trust colleagues in Africa won't mind a short note midweek about what I'm now more able to offer and how it'll help them in their business.

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I fully recommend Las Vegas and regular readers will know I'm not a stranger to the place. Wherever you live in the world you should try to get there once...it's just a unique piece of geography with some great shows at the moment...and poker now in every hotel.

The 15 sailors are now out from Iran. We should be thankful for that but much more important than that in the US is whether Sanjaya can win American Idol. So how many times are you voting for this muppet...cos somebody is.

Enjoy your week with 3 tips as usual ...

This week I...

saw Liza Minelli live at the Luxor. Fantastic rendition of "New York, New York." It looks as if her rehab has done the trick.

I laughed till I cried watching the comedian George Wallace at the Flamingo. Is there a funnier comedian around?

I saw Spamalat at Wynn's...it's just as good as The Producers and has some great moments. It will run and run.

I also watched 6 episodes of Grey's Anatomy. It's a sort of "Sex in the city" type of hospital drama and I'll be buying series two. Excellent viewing.

Bought more travel books than is decent in Barnes & Noble and I'll soon be the resident expert on road trips in the USA.

And finally...

(04-03) 06:12 PDT Chicago (AP) --

A woman is suing her dance partner, claiming he dropped her on her head after flipping her into the air at an office party.

Lacey Hindman, 22, was a victim of "negligent dancing," says her lawyer, David M. Baum. In the suit, Hindman claims that during a party at a Chicago bar and restaurant in April 2006, David Prange grabbed her by the forearms and tossed her in the air, and then she crashed to the wood floor. "I was in the air, over him," Hindman said. "I fell hard enough you could hear the impact of me hitting the floor over the sound from the jukebox."

Hindman said in the suit, filed in Cook County Circuit Court, that she suffered a fractured skull and brain injuries. She is seeking damages for medical bills and lost wages for time missed from work.

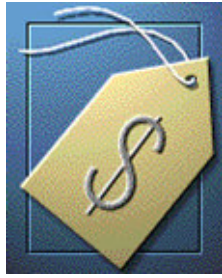
Hindman worked for Prange's wife, Kate Prange, at Shop Girl, a women's boutique. There was no immediate response to a call seeking comment from David Prange on Tuesday.

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The search for value

Management Tips

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Work and hobbies

If you read my newsletters then you'll know that I have a couple of hobbies that I really enjoy. Poker is a game I like to play and travel is also a passion.

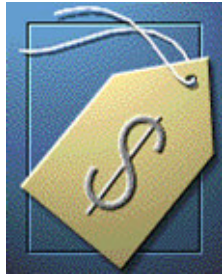
As you can imagine I have a large library on both subjects and also know the best websites for each one.

I've never really counted the number of hours I've spent on both these topics over the years but it's considerable.

I certainly have more books on poker than on consultancy and the question for me is whether I'd be a more successful consultant if I spent much more time and money on the business than on the hobbies. Actually I think not...but that's another matter.

As a manager you might be shocked how energetic your people are in their leisure time. It's something you just don't see at the work place.

I've tried to turn my work into a hobby and that's the way forward. Get the hours in...practise and read...and then maybe your management skills might be as good as your poker...and your team might start to think of their work as a hobby.



The search for value

Sales Tips

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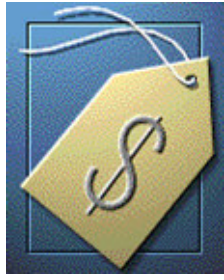
Rather lucky than good

We said that selling is an effort game. So what about this, a story from New Zealand:

I fished one day down at Lake Rotorua with an American (Bob).....I spent about 7 hours trying to catch a fish late into the evening... alas no luck for all my efforts..... Bob went down to the lake and being rather tired promptly fell asleep, his rod lying across his lap and the line in the water....along came a fish and yes, you guessed...Bob feels the rod fall from his lap, wakes up, sees the rod heading for the lake.....grabs the rod and lands a very large trout! But as you say you do need the hook in the water!

I'll have Bob in my sales team any week. Who needs to be good when you can be lucky.

But he did have his hook in the water...didn't he! Is your hook in the water?



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Negotiation Tips

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Half a loaf?

Here's a story courtesy of Johnny Chan, the poker player.

A young boy enters a barber shop and the barber whispers to his customer, "This is the dumbest kid in the world. Watch while I prove it to you."

The barber puts a dollar bill in one hand and two quarters in the other, then calls the boy over and asks, "Which do you want, son?" The boy takes the quarters and leaves.

"What did I tell you?" said the barber. "That kid never learns."

Later, when the customer leaves, he sees the same young boy coming out of the ice cream store. "Hey, son! May I ask you a question? Why did you take the quarters instead of the dollar bill?"

The boy licks his cone and replies, "Because the day I take the dollar, the game's over!"

That's a great story...I trust you don't need me to tell you what the moral of it is.