

Sunday 13th May

Weekly tips and ideas for business professionals



Negotiation Update

The search for value



We'll be changing Prime Ministers. Gordon's the man now. Well...at least he's happy about it.

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Sunday morning...

Sunday morning in South London. Not much travel lately but that'll change next weekend when I'm off to Bangkok and Hong Kong.

I thought that this was Spring but it's pouring down here now and maybe it's another new season we don't know about.

So goodbye to Mr. Blair. I reckon 10 years is a good innings and we'll leave it to others to work out the balance sheet but you can have your own opinion on whether peace in Northern Ireland balances out war in Iraq. So now it'll be Mr. Brown pitching up at the White House....hmmmm.

I got an email from someone who'd read my book this week and we had a really interesting discussion on the use of recesses in a negotiation. Don't forget that this network is a two way affair and if you'd like to share ideas or debate topics you'll always get a reply from me.

How much better is Formula 1 without Michael Schumaker. I've gone back to watching GP races but Rossi is the man when it comes to racing. I wonder how good he'd be in an F1 car.

Have a good one...with three tips as usual.

This week I...

I needed to find some terms and conditions that I had in a document somewhere on my hard drive. It took me less than 30 seconds because I've got Windows Desktop Search loaded. It's free and it's a great way of tracking down any folder or programme that you've got on your PC. If you've got 1000s of files and need to keep tabs on them this is the programme. As I said...it's free...of course.

And finally...

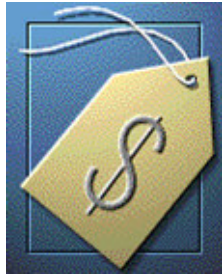
(05-11) 14:20 PDT New Port Richey, Fla. (AP) -- Authorities were led on a high speed vehicle chase by an armless, one-legged man, and they said this wasn't the first time the 40-year-old eluded police.

Michael Francis Wiley taught himself to drive after losing both arms and a leg in an electrical accident when he was 13. He spent time in prison for kicking a Florida Highway Patrol trooper after an accident in 1996. He led police on a 120 mph chase in 1998. On Tuesday, Wiley sped off in a Ford Explorer when police approached him at a convenience store, New Port Richey police Capt. Darryl Garman said. Officers pursued, but called off the chase after eight minutes because they did not want to put others in danger, Garman said.

Wiley was arrested the next day on charges of fleeing from police and habitually driving without a license. He also is awaiting trial on separate drug charges and traffic violations. He faces up to five years in prison if convicted.

Defense attorney John Hooker said his client has paid off previous traffic fines that got his license suspended and tried to get a new driver's license, but he was rebuffed by state officials. Wiley's license has been revoked so many times it is now a felony to drive.

"What makes him do it?" Hooker said when asked why Wiley keeps getting behind the wheel. "I think it's an urge he has that makes him feel as important and as good as anyone. It gives him a sense of self-esteem."



The search for value

Management Tips

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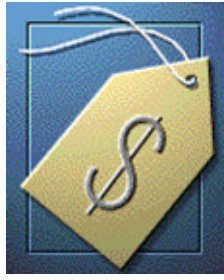
Who are you?

One of the reasons that people get stressed when they lose their jobs is that they've always defined themselves by what they do.

When you meet someone you can tell them that you're something in sales or an operations director. Take that away and it doesn't sound so good to tell people that you're out of a job or looking for a new opportunity. Actors are notoriously good at defining their inactivity as being "between assignments".

Quite often my diary is less full than I'd like it to be. I see this as a great time to get some work in on my hobbies and doing other stuff in my life. Sure...I'm a trainer and consultant... but I do a whole host of other things as well.

Don't let your job define you. Define yourself as the person you want to be and let work be just a part of that picture. Ask yourself whether you'd still be doing that job if you'd won the lottery. If the answer's "yes" then you've got the balance right.



The search for value

Sales Tips

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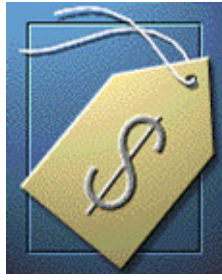
Reheating the leftovers

We had chilli for dinner the other evening...it came out of the freezer. It was something we'd cooked ages ago and it just needed reheating.

So let's look at the clients and customers who are in the freezer. Who are these people that you sold to last year or the year before and who've gone cold. Maybe it's time to reheat them.

In selling these people are often known as Orphans and no matter whatever metaphor you use it's the same principle. Never let a customer escape and if you sold to them once before then maybe you could sell to them again.

Sometimes leftovers can taste better after a period in the freezer.



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Negotiation Tips

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Good news

I watched an episode this week of the UK Apprentice series where the teams had to buy 10 items and negotiate discounts on each one. We saw them do the deals on camera.

Without fail they were entirely useless and broke just about every rule that we teach on our courses...and these people are the ones that Alan Sugar wants to be “drop dead shrewd.”

So why is this good news? The reason is that no matter how poor you think you are at negotiation and no matter how little experience you have there are a whole load of people who are worse than you.

In the land of the blind the one eyed man is king.

Get practising...get reading...there's a whole load of money lying around just waiting to get picked up...and why shouldn't you be the one to do it.