



TRUSTED
NEGOTIATOR

DEAL SUPPORT & ADVISORY WinWith™ Negotiation

**“Co-creation and creativity bring
more power to your negotiations
than competitiveness and combat”**

- Fabian Courtaux



WinWith™ NEGOTIATION DEAL SUPPORT

We are changing the face of negotiations.
WinWin is no longer enough.

As trusted global leaders we bring WinWith™
Negotiation to co-create more value in your
negotiations, to drive change and to make a
global impact.



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OUR PROCESS

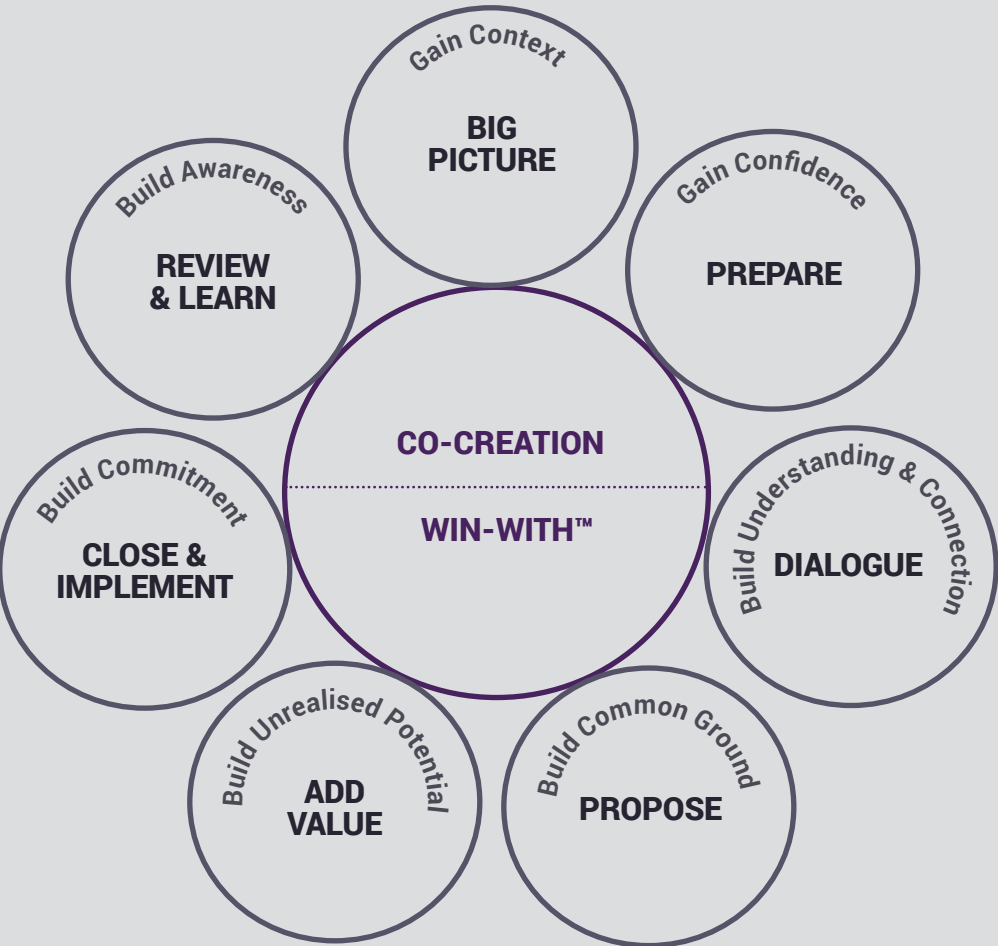
“Trust unifies people and moves
the world forward”

- Victoria Plaksin



CO-CREATE WITH WinWith™ Negotiation

The WinWith™ Framework moves you beyond IQ and EQ skills to take negotiations to a whole new level with Spiritual Intelligence (SQ). Most of all be empowered through WinWith™ for greater impact on business and relationships. As conscious capitalists, we know that the sum of the whole is greater than the sum of the parts. Co-creation and creativity delivery far more value to negotiations than competitiveness and combat.



BIG PICTURE
What is the context?
How does it connect with strategy?
What values are we bringing to the table?
What is the broader perspective?

PREPARE
Prepare yourself and the team
Due diligence and review history
Complete the Deal Canvas
Script the next dialogue

DIALOGUE
Lead with inquiry questions
Seek to understand
Get to the heart of the issue
Build rapport and trust

PROPOSE
Consider the deal zone
Craft your pitch
Make positive use of NO
Ponder and trade variables

ADD VALUE
Have an abundance mindset
Expand value
Be creative
Look for extra opportunities

CLOSE & IMPLEMENT
Finalise terms
Agree on implementation
Allocate responsibilities
Make it happen

REVIEW & LEARN
Integrate past experience into future plans
Have a learner mindset
Act deliberately
Use this framework to improve process



SERVICES

WHAT WE DO BEST

We create trusted relationships and add value to high stakes negotiations by elevating perspectives with creativity and experience. Business, like life, is ultimately human. At its core it's an ongoing intersection and exchange between people.

Our team brings that extra fire power you need through high stakes negotiations, difficult conversations and to make a path through conflict. We transform not only conversations, but people and organisations.

Achieve unprecedented value with WinWith™ Negotiation frameworks, coupled with over two centuries worth of combined experience from internal negotiations, to complex multi-billion dollar deals with heads of industry, commerce and diplomacy.

We have sat on numerous Boards and represented clients in high stakes negotiations across five continents and in six languages. We're real world negotiators, business leaders and change makers.

WinWin is no longer enough. WithWith™ Negotiators are the next generation of negotiator.

Ask us about our success fee model.

DEAL SUPPORT

- CAPABILITY ASSESSMENT
- TEAM CONFIDENCE & MINDSET
- TEAM ALIGNMENT & COACHING
- STRATEGIC DEAL IMPACT
- VALUES DRIVEN STRATEGIES
- DEAL CANVAS DRAFTING
- DEAL PREPARATION
- STAKEHOLDER RELATIONSHIPS
- CONFLICT RESOLUTION
- LEADING DEALS ON YOUR BEHALF
- LIVE 24/7 SUPPORT

Whether you are an industry heavy weight or a small business, NFP or Social Enterprise, when it comes to dealing with your key stakeholders, you need expert negotiators by your side or behind the scene.

We help you through the tough conversations that matter, and can do it with you or do it for you. Leverage our team's centuries worth of real world negotiation experience to get your deals done.

We believe in what we do and are confident enough to work with a success fee structure. We are in the game with you, so you'll be certain that on game day to feel fully empowered and supported to unlock more value in your deal.

BOARD SERVICES

- BOARD ADVISORY & DIRECTORSHIP
- INTERPERSONAL BOARD EFFECTIVENESS
- STRATEGIC STAKEHOLDER ENGAGEMENT
- LIVE DEAL SUPPORT

Advisory services to fortify trust and expand value in your important stakeholder relationships from qualified board directors and experienced negotiators. We bring strategic perspective and empower you in live deals.

DEAL IMPLEMENTATION

- POST DEAL REVIEW
- DEAL IMPLEMENTATION
- STAKEHOLDER ACCOUNTABILITY
- CONTRACT MANAGEMENT

The deal doesn't stop at the agreement of terms. Many deals stall or fall over because the implementation process is not robust. Conflicts often occur during execution and when details come into play. We are here right to the end with you to ensure that value doesn't get eroded as you put the deal into action.



NEGOTIATORS

DEAL CONSULTANTS &
WinWith™ Negotiators

Our team of negotiators and facilitators have experience across most sectors of industry, but with specialties in international relations, military, sports, energy, packaging, raw materials, transport, technology, and with international deals of all sizes up to \$200bn.

Enterprise negotiation support comes with a deep understanding of the information technology platforms, procurement processes, tender processes, and referential rules and processes that form a public administration system or those of a private organisation.

Whether it is internal or external negotiations, before or after

sales strategies, or managing the transition of purchasing from closing the deal to wrapping up compliance, the Trusted Negotiator team is here with you all the way.

Please ask us about our success fee structure.

YOUR TEAM



FABIAN COURTAUX

CO-FOUNDER
BOARD ADVISOR
LEAD NEGOTIATOR
FACILITATOR
COACH



VICTORIA PLAKSIN

CO-FOUNDER
MANAGING DIRECTOR
BOARD ADVISOR
BOARD DIRECTORSHIP
FACILITATOR



PETER SINGER

BOARD ADVISOR
BOARD DIRECTORSHIP
NEGOTIATOR
MEDIATOR
FACILITATOR



MATT PERFECT

NEGOTIATOR
FACILITATOR
COACH



MICHAEL SPIEGEL

BOARD ADVISOR
NEGOTIATOR
FACILITATOR
COACH



ZAHEED EVANS

NEGOTIATOR
FACILITATOR
COACH



DION GOODERHAM

BOARD ADVISOR
FACILITATOR



DAVID GREENWOOD

NEGOTIATOR
FACILITATOR

“The emphasis upon clarity of positioning one’s intention is a negotiation game changer”

MARK HEBBLEWHITE

Barrister & Mediator, Victorian Bar

CLIENT TESTIMONIALS

“The power of following a deal cycle and knowing when to ask pertinent questions to get agreement can be crucial in negotiation success. The most valuable part was the “win-with” philosophy and I found the part around Spiritual Intelligence very eye opening. The experiential part was a good way to learn by doing.”

WARWICK PEEL
CEO, Future Directors Institute

References available on request due to confidentiality of deals

TRUSTED PARTNERS

Relationships with our clients goes beyond transactional, because we care about lasting partnerships and making an impact together.

OUR PARTNERS COMPANIES WE WORK WITH





CONTACT

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