

SME & LEADER NEGOTIATORS WinWith™ Negotiation



TRUSTED
NEGOTIATOR

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

- Fabian Courtaux



WinWith™ NEGOTIATION SME & LEADER NEGOTIATORS

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

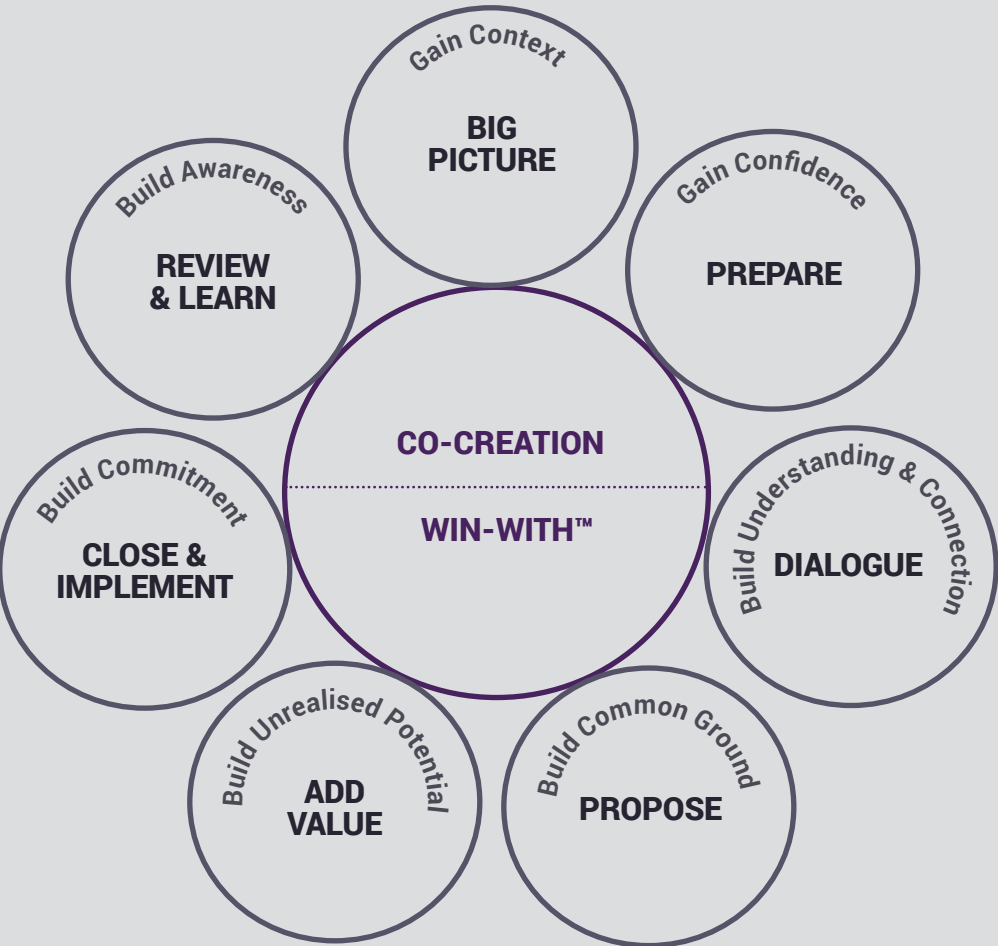
“Trust unifies people and
moves the world forward”

- 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 deals and tough conversations by elevating stakeholder 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 your important 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. Bring big business thinking to your small business and entrepreneurial endeavours to give you the support

and confidence to achieve your best outcomes.

We have sat on numerous Boards and represented clients in high stakes deals 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.

SME 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.

POA BY APPOINTMENT
BOOK A COMPLIMENTARY 30 MINUTE CONSULTATION

WinWith™ SME + LEADERS MASTERCLASS - 1 DAY

WinWith™ FRAMEWORK AND METHODOLOGY
NEGOTIATION DYNAMIC
PREPARATION USING OUR DEAL CANVAS
LIVE DEAL SIMULATION & DEBRIEF

Gain confidence through essential tools and framework and developing real skills. Hack your own current deal with the peer support and guidance of an experience negotiator. Jump into a deal simulation and gain live feedback and debrief from a Trusted Negotiator. This is a high-impact day where you will walk away equipped to get more value from your deals and ready to tackle challenging conversations.

\$747
BOOKINGS ONLINE

WinWith™ DEAL PREPARATION MASTERCLASS - 2 HOURS

INTRODUCTION TO WinWith™
DEAL CANVAS DRAFTING
DEAL PREPARATION PROCESS
DEAL ZONE
INTRODUCTION TO SQ

An introductory session to understand how to bring creativity and co-creation strategies to your tough conversations, from dealing with suppliers and contractors, to selling to your clients. Gain confidence with a proven framework to rely on.

\$297
BOOKINGS ONLINE

WinWith™ LIVE DEAL HACKING - 3 HOURS

WORK ON YOUR OWN DEAL
GET CLARITY AND SUPPORT
GAIN CONFIDENCE AND OPTIONS

Bring your own upcoming deal with a group of other entrepreneurs, facilitated by a Trusted Negotiator. See what "good looks like", get creative by exploring deal structures and test your assumptions.

\$297
BOOKINGS ONLINE





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. Bringing these big business skills to small business makes for a powerful impact.

Small business 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. We assist small businesses and entrepreneurs to navigate the complex landscape of procurement and business deals. We're here to back you up for as little or as much of the negotiation process as you wish.

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 most valuable part of the course was the deal simulation and the practical session. Engaging and effective. Thank you!"

JULIAN CROSS

Managing Director, Transform Strategists

CLIENT TESTIMONIALS

An invaluable experience! I found exactly what I was looking for - a practical approach to conduct critical negotiations. More than “tips”, The Trusted Negotiator program provides a process to keep your bearings. It’s easy and ready to use, so now I know where I am at in any negotiation. I used to negotiate mainly on intuition. Even if it’s still important, I now have a method. It’s been a game changer!

ERIC AUDIGE
Managing Director, SoldataOceania

“Very engaging and eye-opening.”

ADAM BEAUMONT
CEO, Forest Stewardship Council Australia

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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