

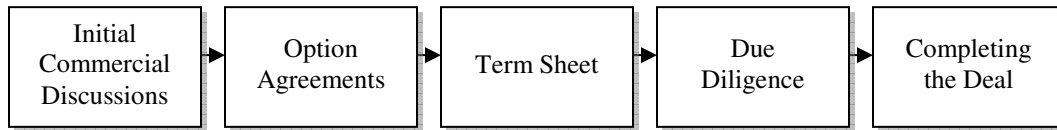


Advanced Negotiation Tactics

Get the Unfair Commercial Advantage!

Advanced Negotiation Tactics is a course designed by iconnect2u Pty Ltd, based on the contract negotiation methodologies and techniques used by lawyers of jdrlegal Pty Ltd in Australia and overseas.

The Advanced Negotiation Tactics course teaches advanced principles and the process of negotiation:



The course also covers:

- Exchanging confidential information and trade secrets during negotiations;
- Negotiating term sheets, deal structures and time lines;
- Converting term sheets into legal contracts;
- Deal table styles and tactics;
- Leveraging competitive advantages at the deal table;
- Defining “in scope” and “out of scope” deals; and
- Cross-boarder negotiations.

ONLY 10 SPACES ARE AVAILABLE FOR EACH SEMINAR SESSION
COURSES ARE DELIVERED AT JDRLEGAL OFFICES (Level 5/45 WILLIAM ST. MELBOURNE)
2007 Seminar Dates: 20th and 21st June (each seminar from 10am to 12noon)

You can select one of the following two options:

___ 2 Hour Seminar (incl. course materials) **\$195 ex GST/person**
 ___ June 2007

Or

___ 2 Hour Seminar (incl. course materials) + 3 month access to online Negotiation Help Desk **\$395 ex GST/person**
 ___ June 2007

In order to register, you must complete this form and return it with the appropriate payment prior to the date of your designated seminar. Courses are subject to availability, and registrations are taken on a first come, first served basis. All bookings are final, and there are no refunds available.

REGISTRATION FORM (TAX INVOICE)

Name (in full):	
Position:	
Organisation Name:	
Mailing Address:	
Telephone and Fax:	
Email:	

CHEQUES MADE PAYABLE TO: **iconnect2u Pty Ltd A.B.N. 94 089 708 136**
 SEND REGISTRATION FORM AND CHEQUES TO: **c/o jdrlegal Pty Ltd, Level 5, 45 William Street, Melbourne, VIC 3000**
Tel: (03) 9614 4111 and Fax: (03) 9614 1611 and email: info@jdrlegal.com.au

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