

A UNIQUE APPROACH TO CONTRACT NEGOTIATION

TL;DR: Be Nice and Get the Things You Want



Hi, I'm Scott.

In my career as a contract negotiator, I've closed over 1,000 contracts with organizations like the Fire Department of Chicago and Duke University.

Attorneys scare people.

In my experience, when one party brings an attorney to the table, it only encourages the other side to hire an attorney. It puts them more on edge than at ease, and this slows down the sale. Little old me, with my literature degree, though? I can close. Quickly.



You catch more flies with honey.

Negotiation is adversarial by nature. Being friendly, or sharing something funny or personal (like my love of bird-feeders, for instance) can lighten the mood and set a friendlier tone for the proceedings.

A little ego boost goes a long way.

Complimenting the opposition in the middle of a negotiation disrupts the usual flow of proceedings. This can prevent parties from getting heated, and help avoid decisions that could negatively impact both sides.



There's a loophole.

Attorneys can't contact your customer directly later down the line. In contrast, I can be a friendly collaborator, seeking best solution for everyone. **This positive spin gets more deals signed, more quickly**, with higher customer satisfaction and less bureaucracy holding up the process.

Legalese leads to red lines.

Contracts that confuse customers delay closing deals, period. Over the years, I've learned how to spot tricky language to re-word contracts and avoid red lines marking changes for future negotiations.



Let's talk.

I build legal teams, create processes, and optimize contract templates to help organizations **close more deals, more quickly**.

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