

# ONLINE WEBINAR

## Advanced Collections & Negotiation Skills

### JOIN OUR NEXT WEBINAR

This dynamic and informative 75-minute webinar will demonstrate the skills needed to effectively negotiate with customers who have cash flow problems and find creative solutions to complex financial issues.

Highlights include:

- Understanding the 5 elements used to gain agreement in all collections-related negotiations.
- How to use 6 trading variables to create mutual value solutions to cash flow issues.
- Prioritizing the 7 keys to negotiating like a pro.



**Presenter: Barry J Elms**

*President of Strategic Negotiations  
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**WEDNESDAY,  
FEBRUARY 21, 2024**

**9:00 AM - 10:15 AM CT**

- \$79 for BCMA/WCA Members
- \$99 for Non-Members

Each connection will be charged to join the program. Unlimited attendees connecting from a single connection will be charged just one fee.

You will receive webinar access instructions and handouts the week prior to the Webinar.

**Continuing Professional  
Education**

1 CPE Unit & .1 CEU Unit

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