

# ONLINE WEBINAR

## Advanced Collections & Negotiation Skills

REGISTER



### JOIN OUR NEXT WEBINAR

Master the art of negotiating with customers facing cash flow challenges in this **dynamic, high-impact training session** led by industry expert **Barry Elms**.

This practical webinar equips professionals with proven tools and strategies to negotiate confidently, protect cash flow, and reach sustainable agreements.

#### What You'll Learn:

- The **5 essential elements** for gaining agreement in collections negotiations
- How to leverage **6 key trading variables** to create win-win solutions
- The **7 core principles** of professional negotiation—prioritized for real-world application
- Techniques to handle difficult financial conversations with confidence and control

#### Who Should Attend

- Credit & Collections Professionals
- Finance and AR teams
- Anyone responsible for negotiating payment solutions

**Strengthen your negotiation skills. Improve outcomes.  
Protect cash flow.**

**WEDNESDAY,  
APRIL 15, 2026**

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.



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**Presenter:** Barry J Elms, President of Strategic Negotiations International

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