

Fred Shamburg

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Sent: Friday, November 04, 2011 12:25 PM
To: Fred Shamburg
Subject: Better Negotiating event postponed until 11/15

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DUE TO THE STORM DAMAGE AND POWER OUTAGE THAT IS STILL AFFECTING MUCH OF OUR AREA, OUR NEXT PDM IS POSTPONED UNTIL TUESDAY, NOVEMBER 15

We hope your homes and businesses are getting power restored and returning to normal. It has been a trying time for everyone! Because of the obstacles all of us are facing this week and over the next few days, APICS Hartford County has decided to postpone our next PDM for one week, until Tuesday, November 15. If you haven't registered yet, the description of the event is below. Please take a moment to sign up, and we'll see you then!

Good negotiating skills aren't just important to your sales force. Being a good negotiator can help you in almost every aspect of your life, whether it's with suppliers, customers, co-workers, or even your family. It's important to be able to clearly state what you want and reach agreements that are beneficial to you.

APICS Hartford County will be presenting a new program on Tuesday, November 15, at the Courtyard Hartford Cromwell, designed to help you improve your skills in negotiation. You'll learn how you can maintain control of the negotiating process even in an atmosphere in which decisions are being made at lightning speed. You'll find out how the characteristics of your organization, or even your own personal traits, can enhance or interfere with negotiations.

Join us for a delicious dinner and a valuable program that will pay off the next time you have to negotiate on

the job or off.

About our speaker:

Roger P. F. O'Hanlon is Vice President, Global Supply Chain Management, from Leanovations LLC. Roger is a 40-year veteran in global sales, marketing, and supply chain management with experience in major corporations including Honeywell, Dresser Industries, and Parker Hannifin. He is recognized internationally for his ability to apply Lean tools to the total value stream. Through both his workshops and his consulting, Roger has guided businesses in creating complete transformations, from the customer through the supply chain.

The Courtyard Hartford Cromwell is located at 4 Sebethe Drive in Cromwell, Connecticut. Registration is \$30 for APICS members (\$35 for non-members), which includes a buffet dinner.

Here's the evening's agenda:

Registration/Open Networking 5:00 - 6:00pm
Meeting and Presentation 6:00 - 7:15pm
Dinner 7:30 - 8:30pm

We are expecting a big turnout for this popular topic, so please register as soon as possible to help us with our planning. Visit www.apics-hartford.org for online registration and credit card payment.

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