

PEV Presents...



Negotiating Win-Win Solutions

How can you be effective in tough negotiations and maintain ongoing, positive relationships?

In the third of a series of lunch seminars designed for professional women, Prom-Edu-Val (PEV) welcomes **Dagmar Teubner** to share her insights and experience on the topic of "Negotiating Win-Win Solutions."

Learn about:

- How openness in negotiations results in a superior end-product or project outcome
- How to identify the critical qualities to look for in a successful negotiator
- How to identify important issues vs. showstoppers
- How to look beyond personality and focus on the key issues
- Why it is important to try to appreciate the other person's point of view

Guest Speaker: Dagmar Teubner
BSc., LL.B., C.A., T.E.P.

With a broad educational background and extensive experience in tax planning, law and commercial real estate development, Ms. Teubner has a unique perspective on the art of negotiation.

WHEN:

*Thursday,
November 18, 2004
11:30 am — 2 pm*

WHERE:

King Edward Hotel
*Belgravia Room
150 King St. E.
Toronto*

- *Valet parking available*
- *Exit at King St. Subway Station (Yonge St. Line), and walk east on King St.*

COST:

\$100 per person
\$900 per table of 10

*Seating is limited.
Please reserve your seat/
table by November 8th.*



The seminar is sponsored by Prom-Edu-Val (PEV)

PEV's mission is to foster the education of women of all ages and backgrounds in order to promote their unique influence in shaping society, through their family life, professional work, and community action.

**To learn more or to purchase a ticket, call (416) 928-3125 OR
E-mail Virginia Nanouris at virginia@pev.ca**

Send cheque payable to PEV at: 77 Charles St. W., Toronto, ON M5S 1K5
A tax receipt will be issued for the applicable amount.