



# ENLIGHTENED NEGOTIATION™ TRAINING

with Dr. Mehrad Nazari

CONNECT | CREATE | PROSPER

THURSDAY, JANUARY 28, 2016 ~ 9am-5pm

*You have more power than you realize! In this dynamic training you will learn how to tap into that power through the 8 laws of Enlightened Negotiation™*

## YOU WILL LEARN:

- The source of your strength in negotiation
- How to establish trust during negotiation
- To move beyond haggling and lead the negotiation
- How to strengthen your position
- To be aware of the subconscious influences
- How to deal with emotions and difficult people
- To use your negotiation GPS
- When to talk and when to walk
- To avoid the pitfalls in negotiation
- To become an Enlightened Negotiator

You negotiate more frequently than you realize; not only in the workplace but also with family, friends and members of your community. Whether you're an experienced executive, entrepreneur, organizational leader, attorney, parents, couples or simply want to hone your skills in negotiation for personal interactions, **Enlightened Negotiation™** Training will enable you to overcome obstacles, manage conflict, and elevate your interactions.

**Enlightened Negotiation™**, based on Dr. Nazari's forthcoming book, *Enlightened Negotiation: 8 Spiritual Laws to Connect, Create and Prosper* (SelectBooks, Spring 2016) introduces you to the basic spiritual principles revered by many wisdom traditions and transcend the competitive model and instead tap into the natural power of our innate desire of the human spirit to connect, communicate, and co-create solutions that move all parties forward and upward as one.

In this dynamic seminar you will sharpen your mind with mindfulness and meditation practices. Together we explore the 8 Laws through lecture, group discussion, role plays, and case studies.

## TESTIMONIALS:

*"Your seminar was one the most professional seminars I have attended.*

*Anyone who is interested in improving their life personally or professionally should attend your seminar. It is life changing."*

*"Outstanding! Your session was educational and enlightening."*

*"Excellent, relevant, usable and fun. Great speaker."*



**Dr. Nazari** was awarded his MBA in 1981 and PhD in Leadership and Human Behavior in 1992 (dissertation on Integrative Negotiation). As an adjunct professor of International Business Negotiation, he taught for ten years at United States International University in San Diego. He has been CEO of California Real Estate Services since its inception in 1984.

His presentations on the subjects of negotiation and spirituality include eBay Marketing Department, UC Berkeley International House, Esalen Institute (for fourteen years), San Diego County Bar Association, Coldwell Banker, San Francisco Presidio Graduate School, Alliant International University, Rancho La Puerta (for eighteen years), Enlightened Leader Seminars (co-founder), IDEA Health & Fitness Association.

Clients include executives from Intel, Sony, Kashi, Wells Fargo Bank, Cymer, Fundx, Duane Morris LLP, Morgenthal Frederics and The Golden Door Spa.

**REGISTER NOW!** Call: 858-459-4590 or [Info@EnlightenedNegotiation.com](mailto:Info@EnlightenedNegotiation.com) or [www.EnlightenedNegotiation.com](http://www.EnlightenedNegotiation.com)

**TUITION** (Includes lunch):  
Early Bird by Dec. 1, 2015 : \$285  
Advanced registration by Jan 1: \$325  
Standard registration: \$375  
Group 2 or more \$50 credit per person

**LOCATION:** Estancia Hotel and Spa  
9700 N Torrey Pines Rd, La Jolla, CA 92037  
Tel: (855) 430-7503

**CHECK-IN: 8:30am**  
**WORKSHOP: 9am - 5pm**

**MONEY BACK GUARANTEE Policy:**  
Receive a full refund if you decide not to continue after the first morning portion of the course.

*Cancellation Policy: Full refund less \$50 fee, if cancellation is received 15 days prior.*