



Practice Technique of Negotiating 12 ACHE Face-to-Face Credits

Dear GLACHE and MCACHE Members,

The Midwest and Great Lakes chapters of the ACHE are sponsoring a 12 credit Face-to-Face course in Grand Rapids on September 29 and 30, 2016. For those who are in need of getting their credits for re-certification, this is a convenient and cost efficient way to achieve that. The course is \$750 off the regular ACHE cluster price and it is right here in Michigan. Space is limited.

GLACHE's and MCACHE's sponsorship of this program allows us to offer you this \$1,475 seminar for the reduced registration fee of \$725* *The same highly acclaimed program offered at the ACHE Cluster Events!*

PROGRAM DESCRIPTION:

Be one of the more than 13,000 healthcare executives who have attended this program and discovered how to engage in skillful negotiation.

Attendees will learn to:

- Develop a sound negotiating strategy that employs flexibility, timing, counteroffers and alternatives.
- Control negotiations by the thoughtful use of bargaining power.
- Prepare skillfully for your next negotiation.
- Develop a sound negotiating strategy that employs flexibility, timing, counteroffers and alternatives.
- Analyze your opponent's expectations, position, bargaining power, settlement range and potential arguments.

Space is limited for this event - sign up today!

Date: September 29 & 30, 2016

Location:

Amway Grand Plaza Hotel - Grand Rapids, MI

Cancellation Policy: There is no refund for cancellations within 21 days of the program.

This program has been developed and is presented locally by the **Midwest Chapter and the Great Lakes Chapter of the American College of Healthcare Executives**. The American College of Healthcare Executives has awarded **12 ACHE Face-to-Face Education Credits** to this program.

Questions: [Please contact Pat Hatcher at: patrice.hatcher@mclaren.org](mailto:patrice.hatcher@mclaren.org)

Register Today!

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