

Elizabeth Lands The White House!

Looking for a job?

Learn How To Negotiate: What To Say, How To Say It, and To Whom To Say It

Thanks to her Dad, Elizabeth enrolled in remarkable new training and coaching, did the work, and ended up working where she wanted to work - in the White House.

College Station, USA. Near the end of the spring semester, she applied to be a White House intern. From the thousands of highly qualified and very motivated candidates that applied she got one of just 80 interviews. She was 53rd on the long list for just a couple of these coveted positions inside the power corridors of the executive branch of the government. What happened? The interviews were concluded with an enthusiastic “Welcome to the White House” as the interviewer told her she was hired on the spot. Bad news for the twenty-five or so folks who never got the chance to interview because of Elizabeth’s powerful abilities to negotiate. How did that happen?

Elizabeth’s dad was walking through the book store looking at business books. He saw one that caught his eye. The title was “Start With NO.” On the cover a quote by Ted Leonsis, Vice-Chairman of Time Warner AOL reads, “Just say no has taken on a new meaning! Jim Camp is spot on with his analysis on how to get what you want by exploding the myth of win/win negotiations.” According to the cover, “America’s Number One Negotiating Coach was giving up the secrets the pro’s don’t want you to have.” “At the time I thought, what the heck, for a few bucks let’s see what this guy Camp has to say. I have to admit I was taken back, I didn’t expect it to be that good and that on target. Usually, when you pick up something like this it’s the same old academic stuff with little or no value. Just recycled thoughts and opinions said a little differently. Well, I thought so much of Camp’s book that I sent it to my daughter at school. Elizabeth read the book and loved it. I also had her enroll in his Coach2100 course. I was pleased at the time but I had no idea of what would come.”

When Elizabeth enrolled for the on-line training offered at Coach2100, she was assigned one of Coach2100’s Academic Coaches to monitor her progress and give her guidance through the coursework. She challenged herself in the work, completed it with diligence, and gained an excellent grasp of the principles of Systematic Decision-Based Negotiation. She constructed a well-planned, negotiation for her critical interview at the White House. Better yet she executed this negotiation flawlessly using the principles she learned and won the job.

Impressive, yes, luck, no. Elizabeth stood where you (and millions of other well-educated people from the finest academic institutions in the world) are right now. She made the decision to learn what is not taught in any classroom in any school or university. Sure, she had the support of her father and the assistance of the Coach2100 coaches, but she also did the work and followed through on her decisions. She now knows and can apply the tools that are giving business professionals the “million-dollar edge” in negotiations of all types.

Coach2100 and Systematic Decision-Based Negotiation works for students and those new to the business world. Elizabeth completed the course in about 16 hours on her own schedule. The result: She got what she wanted by knowing what to do, when to do it and how it’s done. She credits her coach and parents for their support but the only secret is that she did the on-line work, prepared well, and flawlessly executed her negotiation with that White House interviewer. It’s now on her résumé.

Level-Two, Self-Paced Training

A self-managed program designed for the graduate or student to provide them the fundamental knowledge of the principles of Systematic Decision-Based Negotiation to enable and enhance their abilities as effective negotiators and leaders.

1. Who should enroll in this program?

Answer: Anyone new to the real world of business who wants exposure to the tools and principles that provide them an advantage in attaining real success.

2. How long does it take?

Answer: 16 hours of study and effort accomplished at your own pace, within 3 weeks. Less than an hour a day.

3. What is the most difficult thing I need to do upon entering this program?

Answer: Scheduling an hour a day to do the work.

4. Why would I enroll in the Coach2100 coaching program?

Answer: One of the great lessons to learn early is the value you can obtain from coaching. We encourage you to seek out those who can coach you in every human performance event in which you participate. The range is endless; from water skiing, to writing, to speaking. What you get in Coach2100 not available anywhere else is the knowledge and coaching to negotiate agreements that advance your career and your success.

The Lessons in the Coach2100, Self-Paced Training are exactly those given to some of the finest and most successful corporate leaders. All negotiation is simply a human performance event and the Coach2100 knowledge, tools, and systems along with powerful coaching gives you the maximum opportunity to learn and adapt these tools to apply the principles of Systematic Decision-Based Negotiation. If you can afford coaching you should embrace it. The coaching program is guaranteed to satisfy you so it has minimum risk and maximum reward.

[Register Link for self-paced or coached]