

Partnership Benefits:

- ❖ Create new business opportunities by entering new markets
- ❖ Broaden your offerings and value to partners and clients
- ❖ Create an immediate new lucrative revenue stream

The Wise Growth Strategy: Partner with K&R Negotiations

Your Invitation to Join Our Global Partner Program

Our proven and proprietary coursework is the cornerstone for a partnership that gives you two ways to offer your clients and colleagues better outcomes at the negotiating table – and three ways to build your credibility and revenue.

For over a decade K&R Negotiations has been recognized as an industry leader in Negotiations and Sales Development. Our vast library of courses and support resources can be tailored to provide the right training depth for your requirements.

Three Ways to Participate in the K&R Global Partner Network: Referrals, Associates, and Affiliates.

Partnering as an Associate, Affiliate (Territory Manager) gives you an even bigger share of the success and financial rewards. With K&R's guidance, you can conduct your own negotiation workshop using our proprietary curricula and negotiation teaching methods.

You will be backed by the best methodology and practitioners in negotiations.



Referrals

When you refer a workshop client to K&R, you will receive a portion of workshop fees for the referral.

Associates

As an Associate, you are part of the core K&R team, working hand in hand with other K&R professionals. Our Associates quickly discover the career and financial rewards of a more structured relationship with K&R.

Affiliates

As an Affiliate, you can offer and/or deliver the K&R Programs to your prospects and clients on an arms-length basis. Most Global Partner Affiliates are already in the consulting or training business.

As a K&R Affiliate or Associate, you will be responsible for business development delivery of the K&R courseware in a specific state, region or country. Affiliates and Associates are also eligible for participation in non-training consulting engagements.

K&R Negotiations

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Learn more about K&R course offerings at:

<http://www.negotiators.com/services/negotiation-training>

Increase Your Value to Clients, Create New Business Opportunities with Your K&R Partnership

“We have been strategic partners with K&R for many years, delivering their excellent content and promoting it to new organizations. The new offerings in the Partner Program will make our association with K&R even more productive and lucrative.”

Andrew Johnson, K&R Associate and
Founder of Ninth Bridge Pty. Ltd.,
Melbourne, Australia

Two Ways to Build Better Outcomes:

1. Training - Our training is so effective that 98.4% of attendees stated that they would recommend the session to others and 94% gave the K&R training the highest possible rating

2. Direct Consultation - K&R also assists its clients in developing the best transaction structure and negotiation approach in areas like: sales, procurement, M&A, equity/sale of assets, joint ventures, licensing, hybrid and others. As a K&R Partner, you will have an opportunity to participate in these specialized client engagements, either in an advisory role or as an integral part of the team.

Some of the proprietary courses K&R will train you in:

- Principled Negotiations
- Opportunity Negotiations
- Master Negotiations
- Doctoral Negotiations
- Negotiation for Managers
- Alliances and Joint Ventures
- Contract Negotiations



Partner with K&R Negotiations Today

About K&R Negotiations

K&R Negotiation Associates, LLC, is a consulting firm specializing in structuring and negotiating business transactions around the world. The company is comprised of professional negotiators, sales executives, and business attorneys. K&R professionals average over 20 years of professional negotiation experience and apply a results-driven methodology to change negotiation behaviors and improve negotiating success. K&R's clients include Global Fortune 100 to medium sized companies such as IBM, EMC and Xerox, Bristol Technology (now part of HP), Priceline, SEI and others.