

It Ain't the Price; It's the COST, Stupid!

On March 09, 2007, the Dallas Affiliate of the Institute for Supply Management (ISM) will sponsor a **full day negotiation seminar** delivered by Robert Menard, a national authority and renowned speaker and trainer.

Menard's seminars are marked by enthusiasm, energy, humor, and interactivity. He entertained ISM Dallas last at a Body Language talk before the March 2006 meeting and will bring the same enthusiasm, content mastery, and energy to the negotiation seminar.

ISM is the nation's premier professional organization for purchasing and supply chain pros and dedicated to education and training. Participants will earn 7.0 CEH applicable toward ISM professional designations.

Due to the level of interactivity and exercise driven nature of the seminar, attendance will be limited to the first 40 to sign up and we will fill up fast. [CLICK HERE TO REGISTER](#). Any one involved in supply chain management will benefit by attending.

Menard's book on negotiation for buyers and CD sets will be available.

When Friday, March 09, 2007 from 8:30 AM to 4:30 PM

Where Crowne Plaza Hotel on Midway in Dallas, TX

Why Increase comfort and skill in negotiation, and vastly improve results

How much \$299 for ISM and APICS members and \$399 for non members

SPECIAL NOTE: Join ISM Dallas and have \$100 credited toward your \$185 membership fee

Who ISM Dallas in partnering collaboration with Robert Menard

Have questions or suggestions?

We'd like to hear from you. Contact Bob at 214.513.8484 or email at

Robert.Menard@RobertMenard.com

The Voice of the Customer



Robert Menard

Bob is an author, speaker, corporate trainer and purchasing & negotiation expert. He has delivered almost 2,000 seminars and workshops for corporate, institutional and public clients in the US and abroad such as:

- ISM affiliates in
 - Mid-Ohio Valley
 - Central Texas
 - Rhode Island
 - Maryland
- APICS chapters in
 - New Orleans
 - Nashua
 - Santa Rosa
- Warehouse Education and Research Council
- Aerojet Corporation
- Cabot Microelectronics
- Burlington Northern Santa Fe RR
- American Purchasing Society
- Lehigh Pacific Cement
- Atofina Petrochemicals
- Schlumberger
- Parkland Hospital
- Energia Petrobas (Argentina)
- Alabama Governor's Conference
- Gourmet Award Foods
- Dormitory Authority of State of NY
- City of San Antonio
- Canadian Precast/Prestressed Concrete Institute
- Portland Cement Association
- United Rentals
- Sealants, Waterproofing & Restoration Institute
- Fabcon, Inc
- American Management Association