

NEGOTIATION & RAISING CAPITAL

1-Day Workshop Agenda

TIME	ACTIVITY	TIME	ACTIVITY
8:30am	Greet & Network		
9:00am	Session 1 – Personal Profile <ol style="list-style-type: none">1. Know who's across the table2. Mastering persuasion3. Reading body language	1:15pm	Session 4 – Money Raising Systems <ol style="list-style-type: none">1. Raising Funds from Scratch2. Using MIC's, LP's & Syndication3. Private Financing Protocol
10:30am	Session 2 – Networking Principles <ol style="list-style-type: none">1. High-Net Worth Client Prospecting2. Business Event Client Prospecting3. Social Event Client Prospecting	3:00pm	Session 5 – Joint Venture Funding <ol style="list-style-type: none">1. 50% Business Equity funding2. 100% Property Funding3. Contracts, Structures & System
11:30am	Session 3 – Solving Problems <ol style="list-style-type: none">1. Right Negotiation solves Problems2. Spotting Deceit & Poor Intension3. Moving "NO" to "YES"	3:30pm	Session 6 – Deal Structuring <ol style="list-style-type: none">1. Structuring Funding & Payouts2. Deal Presentation Package3. Presenting the Deal
12:15pm	Lunch – Provided to allow networking	4:00pm	Networking – Local restaurant

SECOND CLASS



NETWORKING AT RESTAURANT

