



How To Negotiate ... with Vendors

Robert C. Huber, CMC, CPCM
Campus Card Business Consultant
Robert Huber Associates

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- How Can Negotiations be a "Win-Win-Win" tool?
- Why Avoid Traditional "Hard" and "Soft" Tactics?
- What are Keys to Successful Negotiations by Men?
- What are Keys to Successful Negotiations by Women?
- What are Common Tools, Tips & Traps of Negotiations?
- What is a proven 6-Step Strategic Negotiations Checklist?
- How Can Smartphones Jeopardize Successful Negotiations?

Robert C. Huber, CMC, CPCM, is a 30-year campus card pioneer, vendor-independent Campus Card Business Consultant, former operator of 50 restaurants, and has negotiated over \$200 million of vendor agreements during his extensive business career.

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