



NCAHRMM proudly presents the following educational opportunity for all healthcare Materials Management and Supply Chain Professionals.

This year's regional meetings offer a one day session of outstanding education focused on the art of negotiation. The Board and I encourage each of you not to miss this opportunity to attend this year's NCAHRMM regional educational session at one of the two offered locations. See www.ncahrmm.org for date and location of the January, 2011 regional meeting.

Bill Myers, President, NCAHRMM

David Boyce, President-Elect, NCAHRMM

Date: Tuesday, September 21, 2010

Time: 9:00 to 4:00 Lunch included in cost

**Location: Mission Hospitals
Ridgefield Center
400 Ridgefield Court, Suite 101
Asheville, NC 28806**



Effective Negotiation Workshop

This session will review negotiation strategies and tactics used to engage suppliers to drive critical results for your health care institution. As hospitals continue to receive financial pressures, the need for effect contracts through local negotiation is critical. The session will be broken out into three sections:

- Pre-negotiation preparation
- Negotiation teams and tactics
- Post-negotiation - Ensuring results and follow-up

Participants will learn through lecture, group discussion, and role playing activities effective techniques for engaging in successful negotiations. The session will also provide insight into vendor motivations, strategies, and tactics. Through collaborative learning, participants can expect a clear understanding of a variety of negotiation styles and techniques.

- **Spend / Vendor Analysis**
- **Develop Contract Strategy**
- **Develop Negotiation Plan**
- **Selecting the Right Team Members**
- **Negotiation Process**
- **Completing the Process**
- **Interfacing with Non-Selected Vendors**
- **Monitoring Contract Performance**
- **Re-Starting the Contacting Process**



Directions:

Traveling East on I-26:

- Take the NC-191 exit, Exit 33, toward Blue Ridge Parkway
- Turn Left onto NC-191/Brevard Road
- Turn Left onto Ridgefield Blvd – at the red-light
- Turn Left onto Ridgefield Court
- End at 400 Ridgefield Court – around the turn-around, then right

Traveling West on I-26:

- Take the NC-191 exit, Exit 33, Toward Blue Ridge Parkway
- Turn Right onto NC-191/Brevard Road
- Turn Left onto Ridgefield Blvd – at the red-light
- Turn Left onto Ridgefield Court
- End at 400 Ridgefield Court – around the turn-around, then right

Traveling East or West on I-40:

- Merge onto I-26 East toward Hendersonville/Spartanburg/Asheville Airport
- Take the NC-191 exit, Exit 33, toward Blue Ridge Parkway
- Turn Left onto NC-191/Brevard Road
- Turn Left onto Ridgefield Blvd – at the red-light
- Turn Left onto Ridgefield Court
- End at 400 Ridgefield Court – around the turn-around, then right

Registration fee: Please check one!

_____ **NCAHRMM Member: \$50.00**
_____ **Non-Member: \$75.00**

Deadline for entry is September 14, 2010 unless other arrangements have been made.

**To register please complete the following!
(Please complete one form for each attendee)**

Name: _____

Organization: _____

Street Address: _____

City: _____

State: _____ Zip Code: _____ Phone: _____

Fax: _____ Email: _____

Payment Options - Please check one!

Payment Enclosed: _____

Paid Via Website: _____

Please fax form to (828) 257-7123 or mail payment and form to

Mission Hospital
Attn: Bill Myers
400 Ridgefield Ct, Suite 101
Asheville, NC 28804

Please make checks payable to: NCAHRMM

Please contact Bill Myers, President @ 828-778-5410 or e-mail to bill.myers@msj.org with questions.

CEU's available to all attendees!