

## Program:

# Ten Laws of Negotiating

Joe Rice will speak on the Ten Laws of Negotiating. Be sure to attend to hear about these key points:



- Know Your Leverage – When and How to Use It
- The Opening Minutes are Critical – So Watch Your Words Carefully
- Re-Target the Negotiation on Your Agenda
- Aim High Enough to Give Yourself Room to Move
- Get the Seller's Entire Shopping List Before Trading Anything
- Make the First Concession Incrementally Small
- Give Each Concession its Highest Psychological Value
- Look for Trade-offs that have High Value to the Supplier but Low Cost to Your Company
- Tough on the Issues – But Gracious With People
- Plus more power-packed guidelines

## About the Speaker:

### Joe Rice, C.P.M., Trainer Benedict Negotiating Seminars, Inc.



During the last 24 years, Joe Rice has taught BNS' *How to Deal With Back Door Selling* workshop to over 3000 people at such companies as Medtronic, Lockheed Martin, GM University, Allison Transmission, Sherwin Williams, Constellation Energy, Smuckers, Ingersoll-Rand, Southern California Edison and Publix Supermarkets (where he served as Director of Indirect Procurement).

Mr. Rice has over 32 years in the purchasing arena, starting as an equipment buyer and working his way up to the director level of one of the largest supermarket chains in the country. He has also served as a project and program manager.

That background has served Joe well as he has conducted BNS' *Real World Negotiating™* Seminar at such companies as Honeywell, Lockheed Martin, Delphi Automotive, General Motors, Federal Mogul, Edward Jones, Royal Caribbean Cruise Lines, Freescale and Arizona Chemical.

With a Bachelor's degree in the Social Sciences, a Masters in Organizational Management and a lifetime C.P.M. certification, Joe brings a wealth of education and "hands on" knowledge to the training of negotiating skills.

Joe owns TJ Consulting of Lakeland, Inc., specializing in delivery of real world skills to buyers, sellers and technical professionals.

## Educational Dinner Meeting

*Joint meeting with APICS*

**Wednesday,  
November 1, 2017**

*\*Note change from normal 2nd Wed.*

### Salvatore's Italian Gardens

6461 Transit Road  
Depew, NY 14043

5:00-6:00 p.m.... Registration,  
Cash Bar, Networking &  
Vendor Displays (see pg. 4)  
6:00-7:00 p.m... Meeting & Dinner  
7:00 - 8:15 p.m....Program

### Dinner Entree Choices

- 1) 14 oz Prime Rib of Beef
- 2) Chicken Parmigiana
- 3) Vegetarian Lasagna

\$30.00 - Members  
\$35.00 - Non-Members/Guests  
\$20.00 - Full-Time Students

***Please reserve as early as possible...by Fri. Oct. 27th***

Space permitting, reservations may be accepted later.

**ismbuffalo@roadrunner.com  
or (716) 648-0972**

***\*Please cancel if unable to attend;  
if last minute to Nancy's  
cell 481-3528.***

**EARN (1) CEH**

## Buffalo Buylines

ISM-Buffalo, Inc.  
PO Box 888  
Hamburg, NY 14075-0888  
Phone: (716) 648-0972  
Fax: (716) 646-1599  
E-Mail: [ismbuffalo@roadrunner.com](mailto:ismbuffalo@roadrunner.com)  
[www.ismbuffalo.com](http://www.ismbuffalo.com)

### Mission Statement

The Mission of ISM-Buffalo, Inc. is to advance the supply management profession through high ethical standards of conduct and fairness and to encourage the social and educational opportunities of its members to be effective as possible in their profession.

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## President's Message



In November we have a joint meeting with APICS and due to the availability of the speaker we had to change our normal meeting date to Wednesday, November 1st. I'm sure you'll agree that the date change is well worth it with the return of Joe Rice of Benedict Negotiating Seminars on the subject of "Ten Laws of Negotiating."

Although negotiation is mostly thought of as a buyer's role to negotiate price, every person company-wide needs negotiating skills. At times you have to negotiate with other departments/personnel in your company, possibly even with a spouse. Also, negotiation does not mean strictly price, it could be payment terms, consignment stock, or requirements on backfilling the supply chain.

As 2017 is slipping away from us, it is once again time for our annual ISM membership dues invoices. Please watch for those invoices in your email and the Board asks for each member's diligence in paying the membership fee in a timely manner. We sincerely hope that you will renew your membership and recommend the association to co-workers and associates in the field.

As always, if anyone is interested in joining a committee or helping with a one-time event, please contact any board member. We are always looking for help.

Deb Hasley, CPSM/C.P.M.  
2017-2018 President



### At the October 11 Meeting at Pane's Restaurant:

At top, registration greeters Nancy Boyd Haley and Jon Desing, C.P.M. checking in Andy Kurcsics. Top right is meeting sponsor Steve Sommers of MidCity Office Furniture talking with a member. At right is Jon Desing, C.P.M., center, sharing a laugh with Kevin Flanagan, C.P.M. and Mike Lacki, C.P.M.



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**ISM-Buffalo presents**

## **CPSM Exam Review Session**

The Certified Professional in Supply Management (CPSM) certification recognizes a mastery of key competencies in global supply management and leadership. This professional achievement is highly valued by employers. As such, ISM-Buffalo wishes to support those members seeking CPSM certification. So, we are offering a review course/study group to help prepare you for the exams. **Already certified? Participate** and share your experiences to **earn 3.5 CEH towards recertification.**

**MONDAY, NOVEMBER 13, 2017**

5:30 pm - 9:00 pm

**Multisorb Technologies Conference Room**  
325 Harlem Road, West Seneca, NY 14224

Prior to the session, it is recommended that participants review the ISM CPSM® Study Guide, which can be obtained directly from ISM at <http://www.instituteforsupplymanagement.org>. The guide sells for \$79.00 for ISM members. There are many study materials available from national.

There is a minimal fee of **\$30.00** including a light snack. It is important that you sign up now with Nancy Boyd Haley at [ismbuffalo@roadrunner.com](mailto:ismbuffalo@roadrunner.com) as walk-ins unfortunately cannot be accepted.

**The deadline to sign up is November 7th** so we can adequately plan for space & handouts.

### **Exam 1:**

#### **Foundation of Supply Management:**

Contracting and Negotiation - Cost Finance - International - Social Responsibility  
Sourcing - Supplier Relationship Management

**\*\* Sessions for Exam 2 and Exam 3 will be scheduled later this program year.**

**INSTRUCTOR/MENTOR: Dominic LoTempio, CPSM, Six Sigma Certified Black Belt, Adjunct Instructor in UB'S Graduate School of Management**

***For questions on CPSM and the exams, check the ISM web site at [www.instituteforsupplymangement.org](http://www.instituteforsupplymangement.org)***

**Register me for: CPSM Review Session for Exam 1 on November 13, 2017**

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Work Phone \_\_\_\_\_ Cell \_\_\_\_\_ E-Mail \_\_\_\_\_

**Checks made payable to: ISM-Buffalo, Inc. or contact the office to pay via credit card.**

**PO Box 888 • Hamburg, NY 14075-0888 or Questions: [ismbuffalo@roadrunner.com](mailto:ismbuffalo@roadrunner.com) or 716/648-0972**



## Vendor Display/Corporate Sponsors

November 1st at  
Salvatore's  
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# Calendar of Events

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Do you know a vendor who would like to reach our members with their product or service? Contact Nancy at the ISM-Buffalo office ismbuffalo@roadrunner.com for the application and more info.

Educational Dinner Meeting  
Joint Meeting with APICS  
**Wednesday, November 1, 2017**  
Salvatore's Italian Gardens, Transit Road, Depew  
Speaker: Joe Rice, C.P.M., Benedict Negotiating Seminars, Inc.  
Topic: "Ten Laws of Negotiation"

CPSM Review Sessions  
**Monday, November 13, 2017**

Dinner Meeting/Event  
**Wednesday, December 13, 2017**

Educational Dinner Meeting  
**Wednesday, January 10, 2018**

Educational Dinner Meeting  
Joint Meeting with APICS  
**Wednesday, February 21, 2018**

**SUPPLY MANAGEMENT MONTH**  
Vendor Fair & Educational Dinner Meeting  
**Wednesday, March 14, 2018**



## Reach out

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