



CORINE WOFFORD

SPEAKER & STRATEGIC BUSINESS ADVISOR

NEGOTIATION EXPERT & MENTOR FOR WOMEN

ENTREPRENEURIAL SPIRIT AWARD

CELEBRATING OVER 30 YEARS AS A 100% WOMAN-OWNED BUSINESS ENTERPRISE

What if you stopped Avoiding or Giving Up Profits when you Negotiate?

Is your belief that negotiation is scary costing you more in terms of time, money, anxiety and relationships than you'd like to admit?

Corine transforms audiences from Negotiating with Reluctance to Negotiating with Success!

During Corine's negotiation research, surveying 500 men and 500 women business leaders and entrepreneurs, **she discovered** that 91% of the respondents found negotiation scary.

Imagine the value of never having the impulse to avoid, cave in or give up profits when you negotiate! You could finally stop negotiating too soon, making concessions that hurt your company's profitability and negatively impacting your self-esteem.

Now you can reap the benefits of increased sales, profits and results that come from knowing when and how to negotiate well.

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NEGOTIATE with
Success
WILL YOUR NEGOTIATION MAKE A DIFFERENCE?

Signature Talk

In her high energy, interactive and engaging style, Corine helps audience members know when to negotiate, and what to do before, during and after the negotiation so they can craft more successful deals at home, in the workplace and with all of their stakeholders!

Corine's Negotiate with Success framework helps audiences **Understand** Negotiation Principles, **Prepare** a Negotiation Plan, and **Communicate** Value for Mutual Gain so they can **Seal the Deal and Celebrate!**

Corine shares highlights from her research on how men and women negotiate differently, mindset tips on how to manage the negotiator's dilemma and how to address counterproductive negotiation behavior with confidence.

Corine's framework will work regardless of experience level, gender, or industry type. All attendees leave with a gift to help them remember to Negotiate with Success.

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Founder & CEO, Corine Wofford International

A Business Advisory Firm providing High Performance Training and Speaking services on Be The Difference Leadership and Negotiation for Business Leaders and Women Entrepreneurs that want to achieve their goals, increase profits and create a meaningful difference in the world.

About Corine Wofford

"Women entrepreneurs worldwide recognize the need to improve their negotiating skills in order to become stronger business leaders."

— Corine Wofford

Corine Wofford is a woman of many secrets; When she shares these secrets with corporate leaders, Olympic athletes, and women entrepreneurs from Dallas to Dubai, they learn how to make a profit while creating a meaningful difference in the world. Over the last 30 years, teams at IBM, Sony, Apple, and USAA have learned how to save money, expand sales, and win customers using her methods.

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PRAISE For Corine

"I've been at USAA for 18 years and Corine Wofford is the best facilitator we've ever had! She's smart, engaging, and results-oriented—all while making advanced concepts easy to understand and enjoyable to learn. I highly recommend her as a Speaker, Instructor and Executive Coach."

— J. Victor, USAA

"Thanks for speaking at our Negotiations workshop. THE CROWD LOVED YOU. We'll do it again! P.S. YOU'RE A REAL PRO."

— Jon Morse, Principal, The Center for Success

"Most powerful session of the National Association of Women Business Owners Conference! Thank you for helping me be a better advocate for myself and my clients!"

— Executive VP and COO, The H.R. Group, Inc.

Speaker RATING ★★★★★
4.8 out of 5



As seen on



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