



“Fly Solo” Private Negotiating Coaching

Imagine if in critical, challenging, emerging or life changing situations where you are required to negotiate successful outcomes, you had an expert private coach and confidant? Someone to help with a strategy, prepare you, help with what you might say or do?

In various forms we have offered negotiation services to global corporations for over 25 years. For the first time, through “Fly Solo”, we’re offering this support directly to individuals. COVID has proved for individual coaching and support, video conferencing (VC) via Zoom, Microsoft Teams, etc is a great medium.

A typical “Fly Solo” session is up to a 1.25 hour video conference with Tony Shepherd. Tony has previously worked as a Lawyer and Communication Consultant, now specialising in skills training, coaching & advising in key areas of negotiation and influence – critical sales, purchasing, workplace issues, agreements, disputes, client issues, relationships and many more. Usually, just one session is required to set you on the right track, but on-going support is also available.

To make your “Fly Solo” session as productive as possible, once you decide to proceed and prior to your VC session with Tony, we send to you a Preparation Sheet asking things like what is the situation you’re seeking to address/master...what are your worries/concerns/weaknesses...what does a great result look like? This helps both of us prepare and use our VC time together as effectively as possible, to map out a top class, confidence building strategy.

While anyone can benefit from this service, it is most suitable for: -

- Professionals for whom negotiation is a key or growing part of their responsibilities – Sales, Procurement, People Management, Client Services, Human Resources, Professional Services (Eg Legal, Engineering, Technology, Scientific, Financial, Consulting, etc);
- People who may have undertaken corporate negotiation training with Shepherd & Shepherd previously, through their employer, who want to individually continue to develop and reach their full potential; and
- People who have a significant current or upcoming personal negotiation for which they would benefit from guidance and support – a home sale/purchase, job negotiation, dispute, new business opportunity (Partnership, Franchise, Dissolution, etc).

Cost - \$650 plus gst (includes preparation materials and up to 1.25 hour video consultation). Fully confidential.

For further information contact Tony on 0412 004 011 or at tony@shepherd.com.au.