



5 Massive Mistakes Business Owners Make In Your Virtual Negotiations



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www.FindYourPresence.com





**I saved £10,000 -
in just ONE conversation!**




Maggie Georgopoulos, author
Up The Ladder In A Skirt

**What Invisible Cheques are
YOU signing?**

How often?

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How did the
negotiation go?
Not too well.

5 Massive Mistakes To Avoid In Your Virtual Negotiations



1. Always Negotiating

*It's THAT
important!*



2. Know your... Purpose

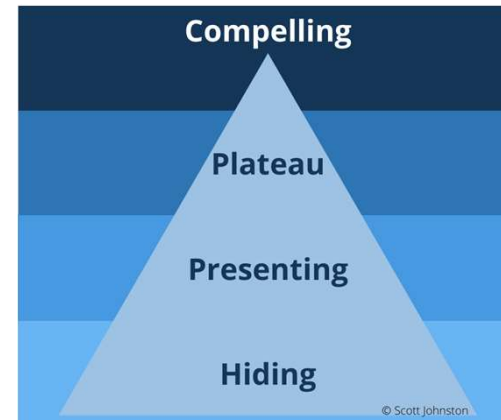






3. Compelling Personal Presence

Personal Presence Accelerator™



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Compelling Video Presence





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Testiculate

To wave one's arms about
while talking bollocks

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A black and white photograph of two rhinoceroses facing each other in a dusty, natural environment. The rhinos are positioned on either side of the frame, with their heads lowered and horns pointing towards each other. The background is a hazy, dusty landscape. Overlaid on the image are three dark blue rectangular boxes containing white text. The top box contains the word 'Micro-Signals'. The middle box contains the words 'Body language' and 'Head-only' stacked vertically. The bottom box contains the question 'What are the tells?'. At the bottom of the image, there is a blue URL.

Micro-Signals

Body language
Head-only

What are the tells?



Do and Don't Distractions

Position – equality and eye contact

Camera – quality & convenience

Monitor – size matters

Lighting – ring lights and windows

Sound – external mic, on-show mic

Backgrounds – real, virtual, green screen



4. Don't Rush the Relationship





4. Don't Rush the Relationship

A man with a beard and headphones is smiling while looking at a laptop screen. The image has a blue tint. Overlaid text includes 'Don't Rush the Relationship', 'Take time to connect', 'Small talk – is huge', 'Rapport = Relationship = Trust', and 'Eye contact – without stalking'.

Don't Rush the Relationship

Take time to connect

Small talk – is huge

Rapport = Relationship = Trust

Eye contact – without stalking

Energy = Vitality

The 'Goldilocks approach'

Stand up or sit down – or both

Pause – your new best friend



Compelling Video Relationships





5. Networking



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An illustration of two people in a video call. The person on the left is a woman with dark hair, wearing a light blue top, gesturing with her hands. The person on the right is a man with a beard and dark hair, wearing a dark blue top, holding a folder. They are both looking at each other. The background is a solid light blue.

Networking

Be Heard
Be Remembered
Be Referred

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"Rocco, put your tail down": Cat interrupts virtual UK parliamentary meeting



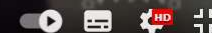
We are *ALWAYS* negotiating
Even on Zoom

Global
NEWS

Play (k)

▶ ▶| 🔊 0:40 / 1:14

Scroll for details
▼



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