



**AAHAM WEBINAR**  
**Wednesday, May 13, 2020**  
**1:30pm - 3:00pm ET**

**EVERYONE Earns 3 AAHAM CEUs for attending**

Join AAHAM and Stinson Mundy, Esq, the founder of Envoy Portfolio, as we present this timely webinar,

**“Breaking the Negotiation Code”**

Most negotiation resources are based on dated sales mantras that belong in the 1950s. A time when women were conditioned not to negotiate and to be happy with whatever they were given. The standard tips for negotiating focused a lot on preparation, showing your value and motivation to have the conversation. Very little actually taught you how to negotiate for business. This webinar is about 21st century negotiation and is as relevant for men as it is for women. Learn how to identify motive, patterns, flow. Find out how to resonate with your counterpart, build connection, shape the debate and not be swayed by emotion or old-school tactics.

Attendees will learn:

- What a negotiation is and is not
- The tools for negotiating in modern day business
- How to discuss different types of negotiation and approaches
- Tools for effective business negotiation
- How to identify motives and patterns in order to speak effectively with your counterpart

Level of webinar: Intermediate

Target audience: Managers

**About our speaker:**

Stinson Mundy is negotiator, lawyer, moderator. Her days are spent investigating decision making processes and bringing parties together to find mutual interests and paths forward. Stinson advises fast growth companies on business structures and contract negotiation strategies. She holds degrees in international history from James Madison University and Durham University in the UK., along with a J.D. from the University of Richmond. Stinson can be reached at [Stinson@envoyportfolio.com](mailto:Stinson@envoyportfolio.com).

This \$145, 90-minute telephone conference call includes a presentation, Q&A period, and handout provided via email. The fee is for one line, if multiple lines are to be used, a separate fee for each line must be paid. The audio conference format permits an unlimited amount of people to listen in from one phone. Everyone that attends earns 3 CEUS for attending, so feel free to gather up your whole team! Correspondence and handouts will only be sent to the registrant. The member name and number must match the email address. You will receive a CEU sign up form for your entire group of listeners with your confirmation. To ensure the quality of interaction, the number of registrations for each audio seminar is limited. Reserve your space by registering ASAP.

**To register:**

Email, fax or mail your registration form with payment to:

AAHAM Webinars

11240 Waples Mill Road

Suite 200

Fairfax VA 22030

Fax: 703/359-7562

Email: moayad@aaham.org

We apologize but we do not invoice nor accept purchase orders. **Payment must be received on or before May 6, 2020.** We are unable to accept registrations after that date. **Correspondence and handouts will only be sent to the registrant. The member name and number must match the email address.**

**On May 11, 2020 you will be emailed your confirmation, handouts, phone number and passcode to use for the call, and a CEU form. On the program date...It's easy!** Just call in at the scheduled time and enter your passcode. Long-distance rates are covered in your registration fee.

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Certification•Compliance •Leadership Development•Networking•Advocacy*



# Webinar Registration Form

**Please Return to:**

AAHAM Webinar Registration  
 11240 Waples Mill Road, Suite 200  
 Fairfax, VA 22030  
 Fax: 703.359.7562  
 Email: [info@aaham.org](mailto:info@aaham.org)

Name		Title	
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### Upcoming Webinar Schedule and Rates

**Topic: Breaking the Negotiation Code**

When: WEDNESDAY, May 13, 2020 1:30 PM - 3:00 PM EDT  
 Speaker(s): Stinson Mundy, Esq, the founder of Envoy Portfolio

Registration Deadline: May 6, 2020      AAHAM CEU's Earned: 3

- AAHAM National Member \$145                       Non-members \$235

[Online Member Registration](#)

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**Topic: Reducing Uncompensated Care and Charity Care Costs by Eliminating Cost Related Medication Non-adherence**

When: WEDNESDAY, June 3, 2020 1:30 PM - 3:00 PM EDT  
 Speaker(s): Chastity Werner, CMPE, RHIT, CRCR, CEO for Nationwide Prescription Connection (NPC)

Registration Deadline: May 27, 2020      AAHAM CEU's Earned: 3

- AAHAM National Member \$145                       Non-members \$235

[Online Member Registration](#)

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Questions? Please call 703.281.4043 x 4  
 or email [moayad@aaham.org](mailto:moayad@aaham.org).