Contract Management 101

(1) How do we get better Deals?

- Negotiation
- Contract Process
- Relationship Management

(2) Contract Process

- (1) Create a Standard Contract & Toolbox
- (2) Negotiate Towards Your Standard(s)
- (3) Execution
- (4) Continuous Deal & Relationship Management
- (5) Retention

(3) Lessons Learned

- The Value Of You Business Is The Sum Total of Its Deals
- Know What You Want When You Do Your Deals
- Use A Process
- Share Lessons Learned With Each Deal
- Actively Manage Deals & Relationships

© WieseLaw Contract Studio, 2010