



NEGOTIATION

Unlocking Successful Outcomes Through Expert Negotiation

What Are Commercial Negotiations?

Commercial negotiations are crucial to all commercial transactions. They require strategic skills, expertise, and a deep understanding of the negotiation process. At Disputes Resolutions, we provide professional negotiation services that facilitate successful outcomes for our clients, whether in real estate dealings, business purchases/sales, contract negotiations, body corporate disputes, or dispute resolution.

Why Choose Professional Negotiators?

Professional negotiators are skilled individuals with in-depth knowledge of negotiation strategies, techniques, and tactics. They advocate for your interests, helping navigate complex negotiations while maintaining composure under pressure. Most individuals are either not naturally good at negotiating or don't like or feel comfortable negotiating. Therefore it makes sense to use a professional who will produce the best result for you.

Key Benefits of Professional Negotiators

- **Expertise:** Our negotiators bring extensive training and experience, ensuring effective and efficient negotiations.
- **Objective Perspective:** Emotions can cloud judgment; professional negotiators provide a detached, fact-focused approach.
- **Relationship Building:** Strong relationships and effective communication are essential in negotiations. Our negotiators build rapport and foster trust with counterparties.

Our Approach

At Disputes Resolutions, we believe in a client-cantered approach. Our negotiators are industry leaders who understand negotiation dynamics and possess exceptional communication skills. We are committed to protecting your interests and maximizing the value of your transactions.

Types of Negotiations We Can Help With

Real Estate Dealings

Representing clients in residential purchases and sales
Negotiating lease agreements and land development deals
Facilitating commercial property negotiations

Dispute Resolution

Helping clients find common ground and reach mutually satisfactory agreements outside the courtroom

·Strata & Body Corporate Disputes

Resolving disputes within strata complexes with intricate negotiation skills

·Business Purchases/Sales

Assisting in the negotiation of business acquisitions, mergers, and sales

·Asset Acquisition or Disposal

Ensuring financially rewarding outcomes for the acquisition or sale of assets

Dispute Avoidance

Taking pre-emptive actions to identify and address potential sources of disagreement before they escalate

Indemnity and Limitation of Liability

The negotiator cannot be held liable for any actions or inactions in fulfilling their duties, except in cases of fraud.

Why Partner with Us?

Choosing Disputes Resolutions means partnering with trusted advisors who go above and beyond to protect your interests. Our commitment to delivering unparalleled results sets us apart in the negotiation landscape.

Intake

Prior to negotiating a matter for you the negotiator will meet with you to discuss the proposed assignment and gather essential information. This is known as the 'Intake' phase. The meeting is generally for about an hour. The intake phase is crucial for setting the stage for effective negotiations by establishing a clear understanding of the assignment, the parties involved and the issues at hand.

Fees

Fees for our negotiation services vary depending on complexity and duration. We provide transparent pricing, so you can understand the costs upfront. Fees are inclusive of all preparation and reading. Before the negotiations are conducted you will be emailed a payment notice for the agreed fee. Payment is required by the date stated prior to the negotiation services. If payment isn't made by the due date, the negotiation service will be cancelled. After payment is made cancellations will not be refunded. Fees for the 'intake' are paid separately and cost \$180 per hour.

Free Consultation

We offer a Free 15- minute consultation with an accredited conciliator to advise you of your options on how best to resolve your dispute or negotiations

Contact Us

Ready to enhance your negotiation outcomes? For more information or to schedule a consultation, please reach out to us

Email: admin@disputeresolutions.com

Phone: (+61) 0433 087 959

Website: www.disputeresolutions.com

FAQs About Negotiation Services

What are commercial negotiations?

Commercial negotiations are strategic discussions aimed at reaching agreements in commercial transactions. They are essential for achieving successful outcomes in areas like real estate, business sales, and dispute resolution.

Why should I hire a professional negotiator?

Professional negotiators have specialized skills and expertise that can significantly enhance negotiation outcomes. They help navigate complex discussions, maintain objectivity, and advocate effectively for your interests.

What types of negotiations can you assist with?

We can assist with various types of negotiations, including:

- Real estate dealings (purchases, sales, leases)
- Business purchases and sales (mergers, acquisitions)
- Strata and body corporate disputes
- General dispute resolution and avoidance
- Asset acquisition or disposal

What is the intake phase?

The intake phase is an initial meeting where the negotiator gathers essential information about your situation, discusses the proposed assignment, and establishes a clear understanding of the issues involved. This meeting typically lasts about an hour.

How do you ensure favourable outcomes in negotiations?

Our negotiators utilize expert strategies, effective communication, and relationship-building techniques to advocate for your interests and facilitate mutually beneficial agreements

What are your fees for negotiation services?

Fees vary based on the complexity and duration of the negotiations. The intake session is charged separately at \$180 per hour. We provide transparent pricing to ensure you understand the costs involved.

Can your negotiation services help with dispute resolution?

Yes, we help clients find common ground and reach satisfactory agreements outside the courtroom, promoting collaboration and constructive dialogue.

I am sometimes uncomfortable negotiating myself

Most individuals find negotiating challenging. Hiring a professional negotiator can alleviate this discomfort, as they are skilled in managing negotiations and can effectively advocate for your needs.

How can I schedule a consultation?

We offer a Free 15-minute initial consultation. Just contact us via email at admin@disputeresolutions.com or by phone (+61) 0433 087 959.

What should I prepare for the intake meeting?

It's helpful to bring any relevant documents and outline your objectives and concerns. This will enable us to better understand your situation and represent your interests effectively.

What sets Disputes Resolutions apart from other negotiation services?

Our client- centred focus, exceptional communication skills, and commitment to maximizing your interests distinguish us from others. We prioritize building trust and achieving the best possible outcomes for our clients

**Legal
Disclaimer**

This brochure is intended for informational purposes only and should not be relied upon as legal advice. While we strive to provide accurate and up-to-date information, the content may not reflect the most current legal developments or interpretations. We strongly recommend that you seek independent professional legal advice tailored to your specific situation before making any decisions related to negotiation service.