

## **Seven Lessons Learned in Contract Negotiation**

This presentation covers the seven most common areas where contract negotiation lessons have been repeatedly learned. Additionally, real examples will be discussed to show institutions how to uncover hidden costs and enhance the revenue associated with their debit card portfolio.

Key Takeaways:

- Valuable tips on navigating pitfalls around vendor management practices
- A clearer picture of how to improve bargaining position when entering a supplier negotiation

## **SPEAKER**

Patrick Goodwin  
President

Patrick oversees the implementation of bottom-line improvement strategies for SRM's clients. He has nearly 20 years of contract negotiation experience spanning two dozen distinct specialties. His acquired knowledge of credit and debit card services, M&A contracts, and beyond remains vital to the company's continued diversification and success.

At SRM, Patrick has developed a world-class project management group that uses decades of negotiation and benchmarking knowledge to deliver previously undiscovered or overlooked savings opportunities.

## **Webinar Details**

Date and Time: Tuesday May 9<sup>th</sup> 12:00 pm to 1:00 pm eastern time.

Registration link: <https://info.srmcorp.com/lp-webinar-state-bank-associations>

Recording will be available to those who are unable to attend the live program.