

ELLEN M. ZAVIAN

Ellen Zavian is nationally recognized for her negotiation skills in one of the most difficult industries, sports. Sample successes:

- 1st female/attorney to represent 40+ NFL players and coaches
- 1st to represent the US Women's Soccer Gold Medalists in CBA agreement
- 1st to represent the US Women's Softball Gold Medalists in CBA agreement
- 1st to represent the Extreme Athletes in a Disney/ESPN agreement
- 1st Female Commissioner of an NCAA Division II Conference (CACC)
- AAA certified Arbitrator & Mediator
- Associate General Counsel for ACC
- Recognized columnist for Conde Naste, Fairchild, Bass publications
- Freelancer for Street & Smith's PRO, Football & Basketball, Sports Illustrated, Pro Football Weekly, NFL Insider, USA Today, MSNBC.com, etc...
- Professor of Sports Law, Entrepreneurship/Leadership & Negotiations at GWU for over 20 years
- Court declared expert in contracts

See more at: www.ellenzavian.com

Everything is negotiable.
Communicate your needs effectively!

Well prepared

Innovative presentation

Negotiate to close the deal

ELLEN M. ZAVIAN, ESQ.

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www.ellenzavian.com



ellen zavian channel



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INSTITUTE

NEGOTIATION

LEARN
NEGOTIATION
SKILLS WHILE
TALKING SPORTS



Ellen M. Zavian, Esquire

NEGOTIATING IS A
CONTACT SPORT

EVERYTHING IS NEGOTIABLE!

Zavian's unique presentation style incorporates sports metaphors to make it more engaging. Sample Sessions:

- **Defend Your Position**
 - creating leverage when none exists
- **Team Members**
 - adversary today, ally tomorrow
- **Trash Talk**
 - double meaning of words/gestures
- **Practice Drills**
 - brainstorming the right way
- **Two Minute Drill**
 - create your elevator pitch
- **Gold Medalist**
 - be a corporate athlete
- **Sports Heroes**
 - linking to the right mentor
- **Lets Go To The Replay**
 - self-evaluations do's and don'ts
- **Touchdown**
 - career development

SERVICES

No more canned seminars.

Only customized sessions presented to meet your corporate environment.

- One Hour to 2 Day Seminar
- Keynote/Motivator
- Customer Appreciation
- Personal Training Sessions
 - preparing/current negotiation
 - salary preparedness
- Career Development Tools
- Events for *Women's* Groups
- Networking Gatherings
- ADR - Arbitrator or Mediator
- Court Expert - Contract

Book your event today

t: 301-920-1622

e-mail: ellen@ellenzavian.com



TESTIMONIALS

CLIENT

"After 30 years in the NFL, I finally met my match." **Ernie Accorsi, GM New York Giants**

"If she could represent men, we were confident she could represent us." **Mia Hamm, U.S. Women's National Soccer Team**

EDUCATION

"Ellen is an accomplished negotiator who combines extensive experience with a deep knowledge of process...Ellen's engaging style uses personal stories as the basis for skill development...she empowers us all to be more effective at the bargaining table." **GWU**

CORPORATE

"She is so impactful, we keep having her back for more seminars" **ESPN**

"... her ability to personalize the session to women in the bio field was right on point." **Women In Bio Organization**

"Her sports examples bring it to life and make it memorable!" **Deloitte**

"Ellen made our client appreciation luncheon come alive!" **Bass, Berry & Sims PLC**