



## Effective Negotiating in Business and Life

Thursday, October 26th, 2006 at 5:00 pm  
San Francisco, CA

The West Coast Chapter of 100 Women in Hedge Funds is pleased to present Patrick J. Cleary, author of *The Negotiation Handbook* and former professional mediator, who will discuss effective negotiation skills. Whether you are negotiating your employment package, a side letter agreement with a seed investor, or TV time with your 10 year-old, effective negotiating skills are key. Join us as Pat shares his insights into the negotiation process and the keys to successful negotiation. A networking reception will follow the presentation.

### Event Details

Date: Thursday, October 26<sup>th</sup>, 2006  
Time: **5:00 Registration**  
We will begin *promptly* at 5:30; please arrive early  
Networking reception will follow the presentation  
Host: Banc of America Securities  
Additional sponsors Paul, Hastings, Janofsky & Walker LLP  
Sidley Austin LLP  
Location: 600 Montgomery Street, 7th Floor, **San Francisco, CA**  
RSVP: [http://www.100womeninhedgefunds.org/pages/event\\_registration.php](http://www.100womeninhedgefunds.org/pages/event_registration.php)

***We've secured a large venue for this event. We encourage you to pass this invitation along to others and register early!***

*Admission to this event is free, but there is a \$25 charge if you register for the event and do not attend.*

### ***Biography:***

**Patrick J. Cleary** is a former federal mediator with nearly two decades of hands-on dispute resolution and negotiation experience who has also served as a consultant for Fortune 500 companies. Beginning as an arbitrator of consumer disputes and continuing through the handling of the national rail negotiations, he has been involved in every kind of negotiation and mediation scenario. He is the author of "The Negotiation Handbook" (M.E. Sharpe, 2000).

He is the former Member and Chair of the National Mediation Board, the federal agency that mediates disputes in the airline and railroad industries. He has also served as an arbitrator for the Better Business Bureau, hearing consumer disputes, for the DC Bar on attorney-client fee disputes and for the DC Superior Court, mediating civil disputes of all kinds, from small claims to multi-million dollar cases.

“Throughout my career”, he says, “I have repeatedly seen very smart, highly-paid people make the same mistakes at the negotiating table. As a result”, he observes, “They have achieved far less than they could have achieved had they avoided these common traps.”

He has appeared frequently as a media commentator. These include *CNN*, all the major networks and the *News Hour with Jim Lehrer*, as well as interviews on *NPR* and other local and national radio programs. He has been quoted in the *Washington Post*, *New York Times* and *Wall Street Journal*. In addition, he has been a frequent lecturer on the topics of negotiation and dispute resolution at Stanford University's Graduate School of Business, The Darden School of Business at the University of Virginia, Georgetown Law School and the San Francisco Academy.

He is a graduate of Fairfield University, Hamline University School of Law and completed the Program for Senior Managers in Government at the Kennedy School at Harvard University. He resides in Virginia with his wife Kathleen, his daughter Maggie and his dog Reilly.

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This event is not for attribution.