



## Forge effective partnerships and stop the competition in its tracks

### THE EXPERIENCE

The Wild West of the 1800s was a place of rapid expansion and untapped opportunities. When the railroad proposes to connect Rattlesnake Canyon with the outside world, everyone – both Settlers and Merchants – can sense the business potential. But the schedule is tight, and there are only four weeks to secure all the materials needed for the track and a workers' camp. In this fast-paced, high-energy, simulated marketplace, you will soon grasp how powerful strategic partnerships can be – if you can forge them amid the hectic competition and limited resources! To do so you'll need to engage all of your sales, negotiation and communication savvy. How profitable will you be when the dust settles?

### BUSINESS IMPACT

Participants will learn to:

- Identify, understand and respond to actual customer needs
- Implement quick and clear communication to establish rapid, two-way comprehension
- Adopt a mindset for pursuing maximum profit potential
- Initiate efficient processes that expedite workflow and proactive customer service
- Develop strong and mutually beneficial partnerships, both internal and external

#### 4 HOUR PROGRAM

GROUPS OF 20 TO 5000 PARTICIPANTS

TEAMS OF 2 TO 5 PARTICIPANTS

SUITABLE FOR CROSS-FUNCTIONAL AND INTACT TEAMS AT ALL LEVELS

IDEAL FOR USE IN BOTH A CONFERENCE AND TRAINING SETTING



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