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### The Business Edge

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**May 14th 2014: You Signed What? Better Ways to Structure Your Agreements**

Is your agreement process broken? Has the day-to-day work on business agreements become the choke point in your sales and other processes? Especially if your management team is handling all of the drafting, markups, and negotiation of your contracts, important management time is focused on something that is not core to the business. There are ways to improve that contract work flow. They include choosing the right person to work the agreements and the subsequent deals, taking care with what templates are used and having the proper negotiating team when finalizing important transactions. Learn

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### Featured Guest

Guest Image

#### Thomas Phillips

Thomas Phillips has over twenty-five years of commercial experience structuring and negotiating business-to-business agreements with Fortune 500 companies and start-ups alike. As president of Effective Agreements, Mr. Phillips can take over the day-to-day process of completing agreements and their negotiation, allowing "C" level executives to remain focused on the core business. Regular assignments include sales contracts, master sales and master service agreements, Statements of Work and more complex strategic alliance documents. Although he is not an attorney, Tom spent thirteen years doing corporate business development for DSC Communications Corporation. There, he accomplished key domesti

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