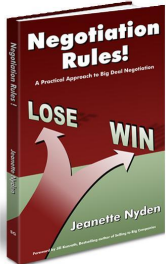




## About Jeanette Nyden, J.D.

Jeanette Nyden works with manufacturing companies who are frustrated with the results of their contract negotiations. Ms. Nyden helps both the sales and purchasing teams negotiate complex contracts. Ms. Nyden is a recognized expert in the field having written *Negotiation Rules! A Practical Approach to Big Deal Negotiations*. Ms. Nyden is also the co-author of *The Vested Outsourcing Manual*.



Recognizing in 2003 that business people needed relevant and practical negotiation advice, Ms. Nyden started J. Nyden & Co, Inc. Since then, Ms. Nyden has trained and coached thousands of people at businesses ranging from powerhouses like Microsoft to start-ups like NetStar Inc.

Ms. Nyden is also an active business attorney and professional mediator in Seattle, Washington. Her practice focuses on negotiating vendor/supplier agreements.



Ms. Nyden earned her B.A. and Juris Doctorate from the Southern Illinois University. Ms. Nyden has donated hundreds of hours mediating disputes for the Pierce County Center for Dispute Resolution, a non-profit organization. She has taught negotiation classes at Seattle University over the last several years. Ms. Nyden and her husband have lived in Seattle since 2002.

**You can expect** the strong negotiation skills that she learned as a trial attorney, along with the collaborative and problem solving skills she learned as a mediator, at each and every client engagement.

### Partial Client List

Esterline Corporation	Microsoft	Premera Blue Cross
Esterline/Korry Electronics	Union Pacific Railroad	Hollister Stier Laboratories
Esterline/Advanced Input Systems	Service Master Clean	Perkins Coie, LLP
Esterline/Memtron Components	Diamond Parking	Portland Trailblazers
Esterline/Palomar	Alumco/Aluminite	Gallagher Benefit Services, Inc
Esterline/TA	Datalight Inc.	Microsoft's Women's Leadership Conference
Netstar Inc.	Exvere	Microsoft's Asian Leadership and Development Conference
Marquis Spas	National Assoc. Asian American Professionals	Apex Facility Resources
Schuchart Dow	The Better Business Bureau	So.Az. Chapter National Contract Management Assoc.