

**Important: Shelving/Filing Instructions or Shipment Insert**

## **Legal Negotiations**

### **Getting Maximum Results**

Enclosed is the 2026 supplement for *Legal Negotiations Getting Maximum Results*. This enclosure replaces the 2025 supplement. Please note that, for ease of handling, the materials in this shipment may ship in more than one box.

### **Shelving Instructions**

- RECYCLE the 2025 bound supplement and PLACE the new separately bound 2026 supplement with the hardbound main volume.

### **Highlights**

- New or revised materials discussing:
  - **Reflection;**
  - **Artificial intelligence;**
  - **Physical contact;**
  - **Technology;**
  - **Precise offers versus rounding;**
  - **Power;**
  - **Use of threats;**
  - **Modes of communication;** and
  - **Disclosing the use of artificial intelligence**

### **Contact Us**

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