

Negotiation Secrets From An FBI Hostage Negotiator



The Black Swan Method™ - Where Science
Meets Empathy

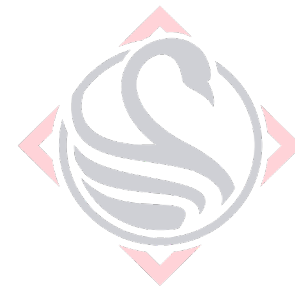


20 Million



FBI Lead International Kidnapping Negotiator





Black Swan Method™

Kidnapping in Haiti

12 year-old-boy

American citizen

Dual national

Only American in family







Kidnapping in Haiti

“How you gonna help me?”





*“Tell me what you want
me to do.”*

We had his son out
Saturday morning.

“Here’s what you’re up against...”

The Science = Oxytocin



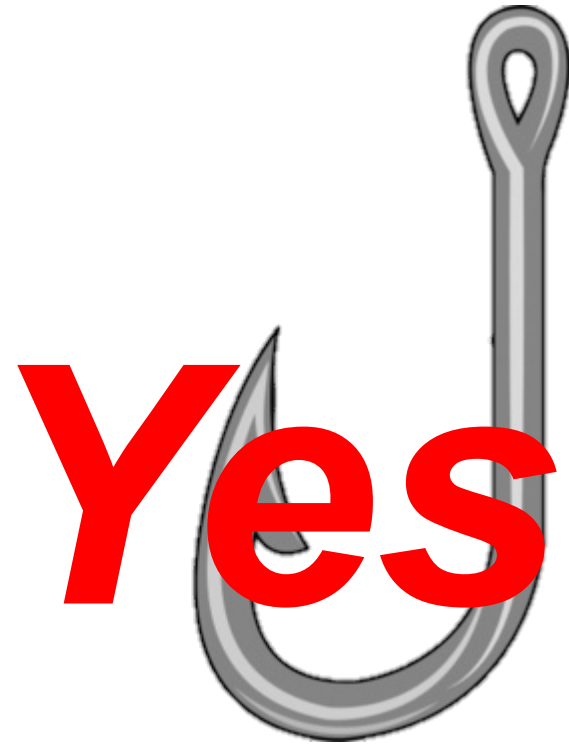
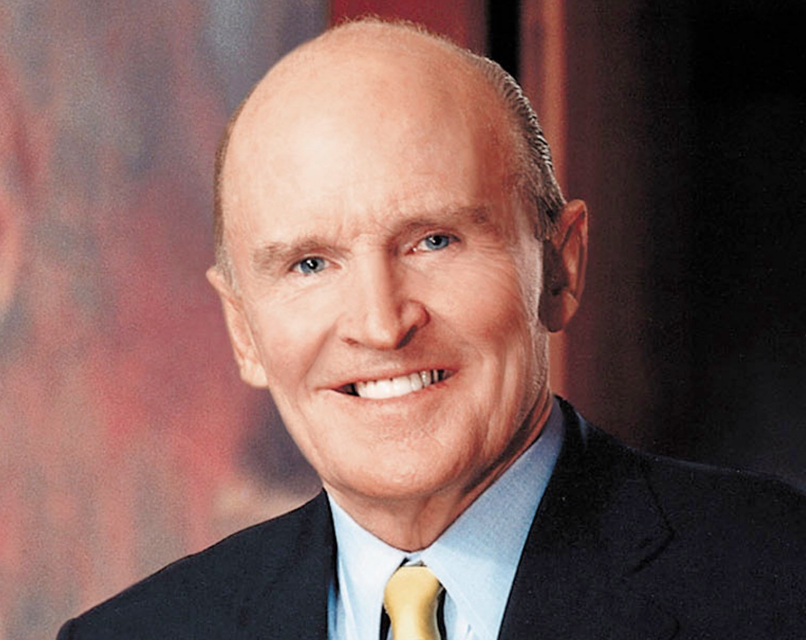
Black Swan Method™



What is “You’re right”?

“You’re right”

(“Please shut-up”)





This is You:
If you're
coachable.



Hostage:
Is this you?



Killer:
Or... Is this you...?

The world according to....



Jack Welch

“The only sustainable competitive advantage is to learn faster than your competition and to be able to act on what you have learned.”

Only if you choose to get better...

“The Edge”

Complimentary weekly negotiation newsletter

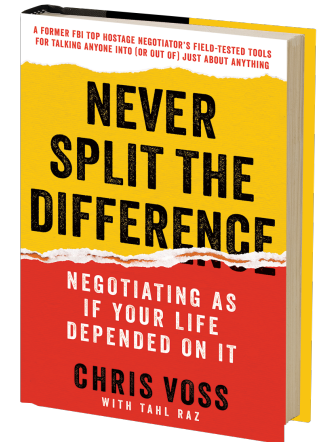
In the US - Send Text: Black Swan Method

To: 33777

Actionable Tips & Advice

Outside the US – Please go to our website

www.blackswanltd.com



A wide-angle landscape photograph capturing a serene sunset or sunrise scene. The foreground is dominated by a lush, green field of tall grass and wildflowers, including several white dandelions in the lower right. A large, leafy tree frames the left side of the image, while another tree is visible on the right. In the middle ground, a vast, golden-yellow field stretches towards the horizon, where a few small houses and utility poles are visible. The sky is a dramatic mix of orange, yellow, and blue, with large, soft clouds catching the low sun's light. The overall mood is peaceful and contemplative.

Where will you be?