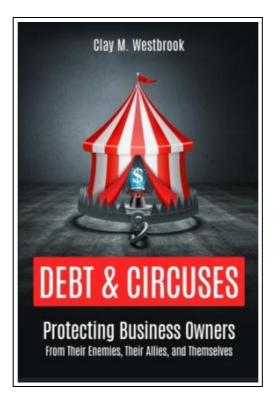
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Ascent Strategy Books, United States, 2016. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Communication strategies, financial crisis management, negotiation techniques, and litigation and bankruptcy tactics told through the stories of a loan workout and financial restructuring consultant. How do you protect yourself, or your clients, or your family and friends from aggressive creditors, lawsuits, and bureaucracy? When do you need protection from the advice of your own advisors and friends? Debt Circuses is a true story of seven years of loan workouts, lawsuits, and bankruptcies during the Great Recession (2009-2015) and beyond. Debt Circuses explains real-world negotiation strategy and courtroom tactics through the true stories of finance and accounting advisors, lawyers, and courageous entrepreneurs who followed the counter-intuitive, asymmetrical, and risky advice of a few creative consultants. Debt Circuses demonstrates, through first-hand experiences, effective methods of: Preparing the mind (and your assets) for conflict. Coping with emotional pressure tactics. Responding to unreasonable demands constructively. Understanding why victory or defeat in court can be irrelevant. Preventing the two things that produce an unfavorable outcome. Negotiating with inferior bargaining power. Going on offense against an opponent with unlimited resources. Capitalizing on bureaucratic failures. Avoiding the big mistake made by all companies in financial distress. Clay Westbrook is an attorney and consultant who spent six years involved with over 100 loan workout cases, dozens of lawsuits and business bankruptcies, and \$100s of millions of bad debts. He advises clients on business breakups, litigation and bankruptcy strategy, and negotiating with taxing authorities and governmental entities. He saw many spectacular wins in unlikely circumstances, learned valuable lessons from a few disappointing losses, and drew inspiration to tell the story from one woman s experiences with debt

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