

Georgetown University



Broker Contracts

How to get the best deal

Or

When is the rate *The Rate*

- Understanding the business
- Understanding the rate structure
- Developing good broker relations

Hauling Contracts

- What are my goals?
- What are the project parameters?
- Where the waste be taken for final disposal?
- Which company should I use?

Remember

We don't point a pistol at our own forehead.
That is not the way to conduct negotiations.

Benjamin Netanyahu

GEORGETOWN RECYCLES

