

## 3 RULES OF THE ROOM When Management is Present

1. POKER FACE AT ALL TIMES
2. No one speaks except our negotiator *unless planned*
3. Send notes to the negotiator *anytime* if you want to talk or let her know something or request we take a “caucus” (a break where we can ask management to leave the room for private conversation time)

And of course, absolutely NO cell phones, photos, or recording.

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