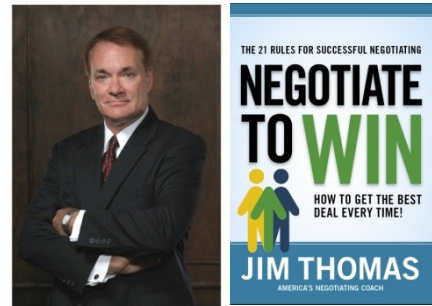


James C. Thomas, Jr.



Jim Thomas is a Washington, D.C. attorney, author, speaker, trainer, and one of the most acclaimed and respected negotiators in the United States.

Mr. Thomas has specialized in negotiation for most of his 35-year law practice. His negotiating experience encompasses mergers and acquisitions, domestic and international business transactions, arms control, the environment, trade and diplomacy, labor relations, and a host of other fields. His clients include most of the Fortune 500, as well as non-profit groups, professional and trade associations, and federal, state, and local government agencies.

He was a member of the United States' negotiating team in the successful Intermediate Nuclear Forces (INF) negotiations with the former Soviet Union. The INF Treaty brought about the first-ever reduction in the total number of nuclear weapons worldwide, and under its terms almost one-half of all such weapons were eventually destroyed.

Mr. Thomas is the author of the **Negotiate to Win**[®] Workshop series, which since its debut 20 years ago has become one of the leading negotiation training programs in the world. It is the recipient of a number of ASTD and NAPM awards for excellence.

Mr. Thomas' book, **Negotiate to Win**, is a HarperCollins international bestseller. First published in late 2005, it was a Pulitzer Prize candidate in 2006 and is today available in 18 languages. He is the author of scores of articles about negotiating, a frequent guest on television and radio, a regular commentator on CNN and MSNBC, and a popular speaker at corporate, government, and association conventions, conferences, and other events. Mr. Thomas is a partner in a Washington, D.C. law firm and a principal in a California venture capital firm. He also serves on the boards of several corporations and is a member of the faculty at The Georgetown University Law Center and at the University of Washington's Pacific Coast Banking School.

Mr. Thomas is a graduate of the University of California at Los Angeles and The Georgetown University Law Center. He is the recipient of the Distinguished Flying Cross for his service as a U.S. Air Force rescue helicopter pilot in Vietnam. He and his wife Jacqueline reside in Washington, DC and on Sunset Beach Island, North Carolina.