

Scotwork North America Releases Free On-Demand Webinar: Ready For Renewals?

Scotwork North America releases its latest webinar 'Ready For Renewals?' with techniques for successfully negotiating contract renewals.

LOS ANGELES, CA, UNITED STATES, October 1, 2025 /EINPresswire.com/ -- The roundtable discussion, hosted by [Brian Buck](#), CEO of [Scotwork North America](#), brings together a panel of seasoned experts to share proven strategies for maximizing the value of contract renewals. Panelists include:

- Luc Bertram, Vice President, Global Key Accounts & Sales Excellence, Ingredion
- Miranda Rohrbough, Vice President of Sales, Scotwork North America

“

Contract renewals aren't just administrative exercises. When done strategically, they are opportunities to strengthen partnerships, reset expectations, and create new value for both parties.”

Brian Buck, CEO Scotwork North America

The session offers practical insights into securing the best possible outcomes during renewal negotiations. Drawing from real-world experiences, Bertram and Scotwork's negotiation experts provide a framework that clarifies best practices—and, at times, challenges conventional wisdom. For example, Rohrbough shares how opening a renewal discussion by explaining why a client shouldn't renew can ultimately secure a stronger extension.

“Contract renewals aren't just administrative exercises,” said Buck. “When done strategically, they are opportunities to strengthen partnerships, reset expectations, and create new value for both parties. This webinar delivers the tools

leaders need to approach renewals with confidence and creativity.”

A promotional graphic for a Scotwork webinar. It features a teal background with the Scotwork logo in the top right corner. The main text reads "READY FOR RENEWALS?" in large, bold, white letters. Below this, it says "See the Webinar On Demand Now" in smaller white text, followed by "Insights Into Making Your Best Possible Contract Renewals" in even smaller white text. At the bottom, a white box contains the text "Scotwork's Webinar 'Ready For Renewals?' is On-Demand for Free".

Scotwork

READY FOR RENEWALS?

See the Webinar On Demand Now

Insights Into Making Your Best Possible Contract Renewals

Scotwork's Webinar 'Ready For Renewals?' is On-Demand for Free

The [Ready For Renewals?](https://www2.scotworkusa.com/PressReleaseReadyForRenewalsRecording) webinar is now available on demand and free of charge:
<https://www2.scotworkusa.com/PressReleaseReadyForRenewalsRecording>

About Scotwork North America

Scotwork, founded in 1975, has been a global leader in negotiation training, consultancy, and capability development for over half a century. Our methodology is built on blending theory and practice, bolstered by real-world experience and analytics. Through training programs, advisory services, and coaching, Scotwork helps individuals and organizations raise the probability of successful negotiation outcomes.

For more information about Scotwork North America or to arrange an interview with a negotiation expert please contact Trevor Murphy.

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