PARTICIPANT AGREEMENT

This is the Participant Agreement (the "Agreement") regarding you or your designee's participation and attendance at live training, virtual training, online access, coaching, workshop, executive, graduate, or mentoring sessions (the "Session(s)") conducted by Negotiation Strategist Research, Inc., doing business as The Persuasion Lab (the "Company"). Your Session type is determined by your subscription level or a proposal accepted by the Company. The Session(s) include, where applicable, access to the Company's online library of articles, videos, checklists, audio files, templates, tools, and other resources, which, together with all Session(s) content and all materials distributed at or in connection with the Session(s), whether online or offline, are referred to in this Agreement as the "Materials."

By registering offline, online, sponsoring attendees, hosting attendees for organizational customers, or attending any Session(s), you are agreeing to these terms, which form a legal contract between the Company and the registered attendee or participant ("you") and attendee(s)' ("your") participation and conduct.

If you are registering on behalf of another (as in the case of organizational training), it is your responsibility to ensure that the person attending is aware of these terms and accepts them, and by completing the registration, you are warranting that you have made the attendee aware of these terms, have given them a copy, and that they have accepted these terms by attendance, participation, or using any Company online resources. If you are an organization sponsoring, paying for, or hosting attendees (an "Organizational Customer"), you are also directly bound by Sections 5, 8, and 11 of this Agreement, you are responsible for each of your attendees' compliance with this Agreement, and you shall not use, and shall not permit any attendee, employee, contractor, or affiliate to use, the Materials or Methodology (defined below) to develop, deliver, or support any internal or external training program, curriculum, playbook, tool, or service that replicates, summarizes, or substitutes for the Session(s).

1. Session(s) Admission.

1.1. Admittance. Your registration entitles you to admittance to the Session(s) subject to the Company's discretion and compliance with this Agreement. Any and all other costs associated with your attendance (including, without limitation, any materials, travel, meals, or accommodation) shall be borne solely by you. All known costs are listed in the proposal for organizational customers or as otherwise communicated by the Company. The person delivering the services (the "Instructor") may terminate any session at their sole discretion.

1.2. Termination. You acknowledge that Company reserves the right to request your removal from the Session(s) if Company, in its sole discretion, considers your presence or behavior to create a disruption, become unprofessional, create risk, hinder the Session(s), or for any other reason deemed appropriate by the Company. Subscription fees are non-refundable under any circumstances as most work is completed prior to Sessions.

1.3. Media. By attending the Session(s), you acknowledge and agree to grant Company the right at the Session(s) to record, film, photograph, or capture your likeness, image, name, and voice in any media now available and hereafter developed and to distribute, broadcast, use, or otherwise globally disseminate, in perpetuity, such media without any further approval from you or any payment to you. This grant to Company includes, but is not limited to, the right to edit such media, the right to use the

media alone or together with other information, and the right to allow others to use or disseminate the media for any purpose, including commercial use.

1.4. Session(s) Content. You acknowledge and agree that Company, in its sole discretion, reserves the right to change any and all aspects of the Session(s), including but not limited to, the Session(s) name, themes, content, program, speakers, performers, hosts, moderators, and time without prior notice or liability.

2. Fee(s).

2.1. Payment. The payment of the applicable fee(s) stated on the invoice or website for the Session(s) is due upon acceptance and is required for attendance or access to the Session(s). If such payment is insufficient or declined for any reason, the Company may refuse to admit you to the Session(s) and shall have no liability. Live Negotiation DoJo® cohorts come with a one-year subscription, which can be renewed month-to-month after the first year at the Company's then-current rates. Prices are indicated on the website or in a proposal. Drop-in sessions entitle you to attend one class at a discount, or as needed, subject to availability and Company approval.

2.2. Taxes. The fee(s) may be subject to sales tax, value-added tax, or any other taxes and duties which, if applicable, will be charged to you in addition to the fee(s) at the Company's discretion.

3. Cancellation Policy and Refunds. If you cancel within 30 days of the Company's receipt of your registration for a live Session(s), you will be eligible for a refund at the Company's sole discretion, less any administrative fees. If you cancel beyond the 30-day window, you will not be eligible for a refund, and no refunds will be issued for virtual or online Session(s) under any circumstances.

4. Privacy Policy. Company is committed to protecting the privacy of its customers and their discussions with the Company to the extent it deems reasonable. Company operates a privacy policy regarding the content of any discussions at the session (See Confidentiality Section 8.). No special attorney-client, physician-patient, priest-penitent, spousal, or other privilege exists between you and the instructor or any other attendees. Confidentiality does not apply to publicly available information available in the media or online or to information the Company chooses to disclose in its sole discretion.

5. Intellectual Property; License; Restrictions on Use.

5.1. Ownership. All intellectual property rights in and to the Session(s), the Session(s) content, feedback provided by participants for improvement, and all materials distributed at or in connection with the Session(s), both online and offline, are owned by the Company or its licensors. The Materials, and the Company's methodologies, frameworks, models, terminology, exercises, drills, case studies, scenarios, checklists, sequencing, and curriculum design embodied in or taught through them (collectively, the "Methodology"), constitute the confidential and proprietary information and trade secrets of the Company and are protected by copyright, trademark, trade secret, and other intellectual property laws.

5.2. Limited License. Subject to your compliance with this Agreement and payment of all applicable fees, the Company grants you a limited, personal, non-exclusive, non-transferable, non-sublicensable, revocable license to access and view the Materials solely for your own individual educational use during your Session(s) and any applicable subscription or access period. Login credentials are personal to you and may not be shared with, or used by, any other person. This license terminates automatically upon the end of your subscription or access period, upon any breach of this Agreement,

or upon notice from the Company, at which time you shall cease all use of the Materials, delete or destroy all copies of the Materials in your possession or control (other than materials the Company expressly designates as yours to keep), and, upon request, certify in writing that you have done so.

5.3. Restrictions. Except as expressly permitted in Section 5.2 or 5.5, you shall not, and shall not permit, assist, or encourage any other person or entity (including your employer, colleagues, contractors, or affiliates) to, directly or indirectly: (a) copy, download (other than items the Company expressly makes downloadable), record, screen-capture, photograph, transcribe, store, distribute, publish, display, perform, transmit, sell, rent, lend, or otherwise make available any Materials; (b) reverse engineer, decompile, deconstruct, analyze, or otherwise attempt to derive, extract, reconstruct, or document the Methodology or the structure, sequence, organization, or design of the Session(s) or the Materials; (c) create derivative works, summaries, abstracts, outlines, templates, checklists, slide decks, guides, courses, or other works based on or derived from the Materials or Methodology; (d) develop, market, offer, license, or deliver any training, coaching, consulting, curriculum, software, product, or service that uses, incorporates, replicates, or competes with the Session(s), Materials, or Methodology, whether for internal use within an organization or for third parties; (e) use any robot, spider, scraper, script, browser extension, or other automated means to access, download, index, or harvest the Materials, or bulk-download any portion of the online library; (f) circumvent, disable, or interfere with any access control, watermark, digital rights management, or other technical protection measure; (g) remove, alter, or obscure any copyright, trademark, or other proprietary notice; or (h) use any Company trademark, trade name, Session(s) name, or the name or likeness of the Instructor to market, describe, or endorse any product or service. Any use of the Materials or Methodology not expressly authorized in this Agreement is a material breach of this Agreement and an infringement of the Company's intellectual property rights.

5.4. Artificial Intelligence and Automated Tools. Without limiting Section 5.3, you shall not, and shall not permit, assist, or encourage any other person or entity to: (a) input, upload, paste, feed, dictate, transcribe, or otherwise provide any Materials, Session(s) content, or description of the Methodology to any artificial intelligence, machine learning, large language model, chatbot, virtual assistant, or similar system, service, or tool (each, an "AI System"), whether public, private, enterprise-licensed, or locally hosted, for any purpose, including training, fine-tuning, retrieval, embedding, prompting, summarizing, translating, note-taking, or generating content; (b) use any Materials or Methodology to train, fine-tune, test, evaluate, or improve any AI System; (c) create, configure, prompt, or deploy any AI System, agent, custom model, or automated tool that is designed to replicate, emulate, summarize, teach, or deliver the Session(s), Materials, Methodology, or the Instructor's teaching, style, or voice; (d) use any AI System to generate substitutes for, or to reconstruct or reverse engineer, any Materials or Methodology; or (e) use any AI-enabled meeting assistant, recording bot, transcription service, or note-taking tool in, or in connection with, any live or virtual Session(s) without the Company's prior written consent. You acknowledge that the Company may employ technical measures to detect AI-related and other unauthorized use of the Materials.

5.5. Permitted Application of Techniques. For the avoidance of doubt, nothing in this Agreement prevents you from personally applying the general negotiation and persuasion techniques you learn in the Session(s) in the ordinary course of your own negotiations and business dealings. The restrictions in this Agreement are directed at the reproduction, distribution, repackaging, teaching, and commercial or organizational exploitation of the Materials and Methodology, not at your personal use of the skills you acquire.

5.6. Protective Measures; Verification. The Company may watermark, fingerprint, or otherwise mark the Materials, may monitor and log access to its online resources, and may use other technical and forensic measures to protect its intellectual property, and you consent to such measures. If the Company reasonably believes that you or your Organizational Customer has breached Section 5 or Section 8, the Company may immediately suspend or terminate your access to the Session(s) and Materials without refund, and you agree, upon request, to provide the Company with a written description of the use made of the Materials and a written certification of your compliance with this Agreement.

5.7. Reservation of Rights. For the avoidance of doubt, nothing in this Agreement shall be deemed to vest in you any legal or beneficial right in or to any trademarks, copyrights, trade secrets, patents, moral rights, or any other intellectual property rights owned or used under license by Company or any of its affiliates, or grant to you any right or license to any other intellectual property rights of Company or its affiliates, all of which shall at all times remain the exclusive property of Company and its affiliates.

6. Warranties and Limitation of Liability.

6.1. COMPANY MAKES NO WARRANTIES IN RESPECT OF ANY ASPECT OF THE Session(s) OR ANY MATERIALS RELATED THERETO OR OFFERED AT THE Session(s), GOODS, SERVICES, SOFTWARE, OR ANY COMBINATION OF THE FOREGOING, TO THE FULLEST EXTENT POSSIBLE UNDER THE LAWS GOVERNING THIS AGREEMENT. COMPANY DISCLAIMS ALL IMPLIED WARRANTIES, INCLUDING BUT NOT LIMITED TO WARRANTIES OF FITNESS FOR A PARTICULAR PURPOSE, ACCURACY, TITLE, TIMELINESS, AND MERCHANTABILITY. NEITHER COMPANY NOR ITS AFFILIATES CAN ACCEPT ANY RESPONSIBILITY OR LIABILITY FOR RELIANCE BY YOU OR ANY PERSON ON ANY ASPECT OF THE Session(s), ANY INFORMATION PROVIDED AT THE Session(s), OR BOTH , AND YOU ASSUME ALL RISKS ASSOCIATED WITH PARTICIPATION.

6.2. OTHER THAN TO THE EXTENT REQUIRED AS A MATTER OF LAW: (I) NEITHER COMPANY NOR ITS AFFILIATES SHALL BE LIABLE FOR ANY DIRECT, INDIRECT, SPECIAL, INCIDENTAL, OR CONSEQUENTIAL COSTS, DAMAGES, OR LOSSES ARISING DIRECTLY OR INDIRECTLY FROM THE Session(s), USE OF INFORMATION IMPARTED AT THE Session(s), OR OTHER ASPECT RELATED THERETO OR IN CONNECTION WITH THIS AGREEMENT, EVEN IF THE POSSIBILITY OF SUCH DAMAGES WAS KNOWN OR DISCLOSED.

6.3. THE MAXIMUM AGGREGATE LIABILITY OF COMPANY FOR ANY CLAIM IN ANY WAY CONNECTED WITH THEREWITH OR THIS AGREEMENT, WHETHER IN CONTRACT, TORT, OR OTHERWISE (INCLUDING ANY NEGLIGENT ACT OR OMISSION), SHALL BE LIMITED TO THE AMOUNT PAID BY YOU TO COMPANY UNDER THIS AGREEMENT, IF ANY.

7. Governing Law and Jurisdiction. This Agreement shall be governed by the laws of the State of Oregon. All claims and disputes arising under or relating to this Agreement are to be settled by binding arbitration in the state of Oregon, except as provided in Section 11. The arbitration shall be conducted confidentially pursuant to the rules of the Arbitration Service of Portland. Any decision or award as a result of any such arbitration proceeding shall be in writing and shall provide an explanation for all conclusions of law and fact and shall include the assessment of costs, expenses, and reasonable attorneys' fees to be borne by you unless otherwise determined by the Company. Any such arbitration shall include a written record of the arbitration hearing. An award of arbitration may be confirmed in a

court of competent jurisdiction. You may not contest the arbitrability of this Agreement. THE PARTIES HEREBY WAIVE THEIR RIGHT TO A JURY TRIAL.

8. Confidentiality. Participants may want to discuss their particular situation to benefit from the group negotiation problem-solving acumen of the Session(s) participants. Whatever information you learn about participants and fact patterns presented is strictly confidential and may not be recorded or disclosed to anyone outside the Session(s) unless the Company permits otherwise. In these discussions, party identities should be anonymized, and facts should be changed with the goal of no participant being able to discern who the parties are being discussed unless the party disclosing such information indicates the information is not confidential and they obtained prior written permission. You agree not to record, copy, transcribe, perform, recreate, or distribute, either directly or indirectly (in any manner or form, including by means of any AI System or other automated tool), and to keep strictly confidential and not disclose through written or any other means any of the Materials, the Methodology, or the conversations or content of the Session(s), and any breach of this provision entitles the Company to seek injunctive relief and damages. You may disclose confidential information to the extent required by applicable law or court order, provided that, where legally permitted, you give the Company prompt prior written notice and cooperate with the Company's efforts to limit the disclosure. Your obligations under this Section 8 and the restrictions in Section 5 survive the termination or expiration of this Agreement and of your Session(s) access and, with respect to information that constitutes a trade secret, continue for so long as such information remains a trade secret under applicable law. Nothing in this Section 8 restricts your personal application of general techniques as described in Section 5.5.

9. Session(s) Subject Matter. The Session(s) is conducted in person, virtually, or telephonically, and the dialog may include historical matters, communications theory, and objective and subjective perspectives. This information is intended to enable honest and realistic discussion, which may sometimes test some attendees' sensibilities. By attending the Session(s), you agree to be subject to such discussions. You may "opt out" of participating in any sparring or role-playing that transgresses your sensibilities without jeopardizing graduation, provided you notify the Instructor in advance.

10. Disclaimer No Reliance. Participation in the Session(s) should not be construed as legal, financial, psychological, or medical advice. Please seek a professional in your jurisdiction if you want this advice and do not rely on any information in any of the Session(s), and the Company bears no liability for any decisions you make based on Session(s) content.

11. Remedies; Survival. You acknowledge that the Materials and Methodology are unique and valuable, that any actual or threatened breach of Section 5 or Section 8 would cause the Company irreparable harm for which monetary damages would be an inadequate remedy, and that the Company shall be entitled to temporary, preliminary, and permanent injunctive relief and other equitable relief from any court of competent jurisdiction, without the necessity of posting a bond or proving actual damages, in addition to all other remedies available at law or in equity and notwithstanding Section 7. You shall reimburse the Company for its reasonable attorneys' fees and costs incurred in enforcing Section 5 or Section 8. If you attend on behalf of an Organizational Customer, you and the Organizational Customer are jointly and severally responsible for any breach of Section 5 or Section 8 by you. If any provision of this Agreement is held unenforceable, it shall be enforced to the maximum extent permitted and the remaining provisions shall remain in full force. Sections 4, 5, 6, 7, 8, 10, and 11 survive termination or expiration of this Agreement and of any Session(s), subscription, or access period.

Participant [Enter Name “signature” and click to agree]

Name:_____ Negotiation Strategist Research, Inc.

E Signature:_____ Signature:_____

Martin Medeiros, CEO