



NEGOTIATING TIPS

This card is null & void if you fail to Follow & Produce the
Terms & Conditions Below

TO BE THE BEST YOU ARE:

- 1) **PREPARED.** Know your subject, have a written agenda and set your goals and limits. Be ready to take your emotions out of the meeting.
- 2) **SEEK AGREEMENT** and try to create a "compromise-compromise" situation. Remember both sides want to win.
- 3) **HONEST** and keep all promises you make. Your reputation stays with you a lifetime.
- 4) **ATTENTIVE.** Listen and do not interrupt. The more they talk, the more information you gather. Learn to love silence.

NEGOTIATING IS: BOTH PARTIES ACHIEVING A SUCCESSFUL OUTCOME

"People Buy From People"