

How To Become A Real Life Negotiator - Audio Bonus Included!

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Real Life NEGOTIATING By Arnold Butler Subject: Let's Negotiate Have you ever given any thought to how often you negotiate your way through a tough situation? The truth is that all of us negotiate pretty much every facet of our lives. We just don't realize the fact that we are doing it. What if you could learn how to negotiate any real life situation? And, what if you could do it very successfully? If that sounds like a pipe dream, it isn't and we've got the tools to prove it! ----- How to Become a Real Life NEGOTIATOR! Have you ever given any thought to how often you negotiate a tough situation? Without realizing it we negotiate every day of our lives. Just imagine what it would be like if you were to negotiate intentionally and skillfully. That's exactly what we are here to discuss today. Negotiation is an art form when used correctly. And that's the key. Yes, everyone does inherently negotiate one thing or another throughout their daily lives. But, how successful are they? Negotiation is a powerful tool when used properly. The problem is that most people haven't got a clue that they ARE negotiating, let alone how to do it successfully. The outcome of a negotiation should provide a "win-win" for all parties concerned. All too often someone walks away feeling like a winner while the other party feels demeaned and disappointed. Learn how to empower your negotiating and you will have the key to lifelong success no matter where your interests fall. Sound impossible? It really isn't. You just need the right tools and training which is why you are here. Everything you need to master the art of negotiation is contained in "Real Life NEGOTIATING." This is a very powerful training guide and you should be absolutely prepared for what you will learn. The techniques described inside are so effective that they could be used in a negative manner. You must never abuse them. Take a look at what you will find inside: * Negotiating Skills Learn how to present your case calmly and precisely. Also discover what you can gain by listening carefully and asking the right questions. Body language is a skill that you will couple with empathy, patience and persistence to lead you to the end result. Also learn the power of saying "No." * Negotiating Tactics Here is where you find the intensely powerful tools and techniques. The principles that are guaranteed to give you license over any negotiating situation. This stuff is so revealing that we won't

mention anymore about it here. You need to read it for yourself. * Before and Beginning the Negotiation Step by step instructions on what you must do prior to the negotiation. No stone is left unturned. You will be surprised how simple the steps can be. * Concluding the Negotiation Here is where you will learn how to finalize your negotiation. And, you will do so in a manner that no one loses. Each negotiation can have a "win-win" outcome. There's only one step left for you now. There is no reason why you can't start your first negotiation in just a few hours. Of course, it goes without saying that you have our risk-free, 100 money back guarantee if you are not satisfied.

Contents

INTRODUCTION Basic Rules of Negotiating USEFUL SKILLS FOR NEGOTIATORS Overcoming Nerves Presentation Skills Listening Ask Questions Make a Connection with the other Person Humor Body Language The Effect of Cultural Background and Upbringing Checking Your Own Body's Signals Empathy Patience Persistence Using Pauses and Silence Saying "No" GUARD YOUR REPUTATION Always Treat the other People Well Telling Stories can Backfire TACTICS Important: Don't Blame Anyone Know the Value of each Point to each Party It's Not Just about the Price Give the Buyer Reassurance Keep a Record of the Negotiation Dealing with Aggression You need to Know their real Motivation Splitting the Difference Don't Give without Getting Focus on Benefits and Features above Price Options can Move You Closer Paint Pictures It's a Standard Practice Subject to Outside Approval Timing "I Like it, but my Partner" Little Extras Last Minute Addition Other Tactics BEFORE THE NEGOTIATION BEGINS Proper Preparation is Essential WHAT ARE YOUR PRIME OBJECTIVE AND FALLBACK OPTIONS? Do You HAVE to Make This Deal? YOUR MINDSET Keep an Open Mind Win-Win or Win-Lose Give Them Options Leave Them Something Don't be Stuck on the Sticker Price Don't Just Have One Obvious Target Don't Rush to Drop Your Price Bottom Line BEGINNING THE NEGOTIATION First Offers Build a Relationship Lawyers and Other Advisors THE FINAL STEP Get it on Paper AFTER THE DEAL HAS CONCLUDED Review the Process THERE ARE NO LIMITS

About The Author Arnold Butler started as a salesman and believes the success he enjoyed was based in part on his ability to negotiate on his own behalf and as part of the sales team. He says, "I enjoyed negotiating with clients and suppliers as part of my job and also on my own behalf when we needed a new car or any other major purchase." His book is designed to be a help for people who want to be better negotiators but don't have the time or maybe the budget to learn through professional coaching clinics. Arnold wants to help readers get a head start with real life negotiating by giving you some of the best tips and advice which he learned and tested in the workplace. Keeping it simple and straight-forward

without using any technical or academic terms is the way we should negotiate unless we are working in an area where technical terms are commonly used. His desire is the hope that the book will cut through the learning curve for you if you are new to deal-making or help you improve your results if you have been doing deals for a while. He believes that you will also find these tips helpful outside of your work. Everybody negotiates every day with their family, people in shops or other businesses and elsewhere. The book should help you in these situations too." So what are you waiting for? Start negotiating yourself into success right now with "Real Life NEGOTIATING!" P.S. Please Don't Order this product if you enjoy losing. This book is for those who want to become masters at the art of negotiation. If that is you, then order it now!

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