

NEGOTIATIONS

In business, you don't get what you deserve, you get
what you _____.

2 Big Myths

1)

2)

Tactic #1

To get what you want, you must _____.

Declaration

I'm willing to _____ for a better _____.

T. Harv Eker's MILLION DOLLAR BUSINESS SECRETS

Tactic #2

Create _____.

Ways to Create Affinity

1)

2)

Declaration

I create _____ with my _____.

How do you get someone to negotiate?

You need a _____!

Tactic #3

Create _____ or _____.

Rationale Examples

1)

2)

3)

4)

5)

Declaration

I create myself to be a _____.

T. Harv Eker's MILLION DOLLAR BUSINESS SECRETS

Tactic #4

Don't go _____.

The biggest mistake most people make is
_____ in the offering situation.

Declaration

I let the other party _____.

Tactic #5

Have an _____ in mind.

Declaration

I negotiate with an _____ in mind.

T. Harv Eker's MILLION DOLLAR BUSINESS SECRETS

Tactic #6

Use _____ as a strength.

Declaration

I ask people to _____.

Tactic #7

Create _____.

If you're _____, they're

_____ for your _____ and

_____.

If you're _____, create

_____.

T. Harv Eker's MILLION DOLLAR BUSINESS SECRETS

Declaration

I create _____.

Tactic #8

Use _____.

Declaration

I utilize _____.

Tactic #9

Use the _____.

T. Harv Eker's MILLION DOLLAR BUSINESS SECRETS

Declaration

I use the _____.

Tactic #10

Use _____ vs.

Blue Chips: _____

Bargaining Chips: _____

Declaration

I _____ and end up with the

_____.

T. Harv Eker's MILLION DOLLAR BUSINESS SECRETS

Tactic #11

Use _____

Elements of Sale

1)

2)

3)

4)

5)

6)

7)

8)

T. Harv Eker's MILLION DOLLAR BUSINESS SECRETS

Declaration

I juggle _____ at once.

Tactic #12

Create a _____ or
_____ environment.

Declaration

I create a _____.

Tactic #13

Use the power of the _____.

T. Harv Eker's MILLION DOLLAR BUSINESS SECRETS

Declaration

I use the _____.

Tactic #14

Don't split the pie, create a

_____.

Negotiation is about a _____ and

_____.

Declaration

When I negotiate, _____.

T. Harv Eker's MILLION DOLLAR BUSINESS SECRETS

NOTES

T. Harv Eker's MILLION DOLLAR BUSINESS SECRETS

NOTES
