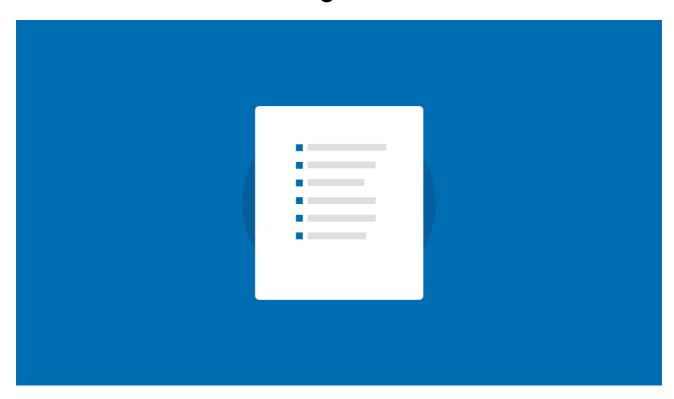
Business Negotiation Hacks



Ask for advice		
	Values the client/partner	
	Provides clarity	
	Provides opportunity for new tactics	
Agreement anchors		
	Make changes on the spot	
	Be first to ask	
	Have a draft agreement	
Manage anxiety		
	Channel anxiety into excitement	
	Re-evaluate potential stressors	
	Understand the other party	

Use Silence

Silences are not awkward

Let the other party think	
Presents confidence	Make and Share Free Checklists
	checkli.com