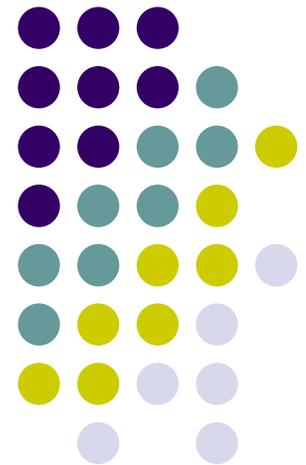


MEB's 123s

10 Tips for Painless Negotiation

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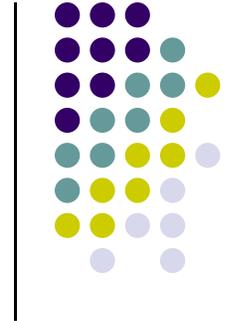
1. Focus on the end result that you BOTH want



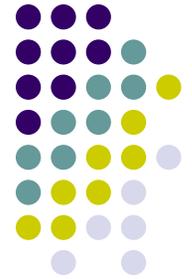
2. Focus on the current situation, not what got you there



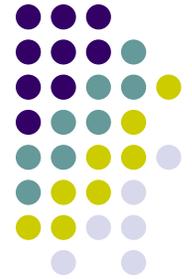
3. Negotiate from an assumption of abundance



4. Negotiation \neq confrontation



5. Ask questions!



6. *Own* the conversation



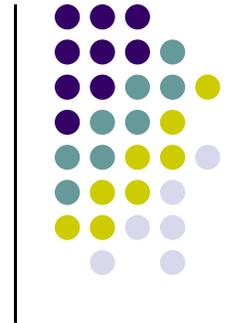
**7. "No" just means "give me
a reason to say yes"**



8. Never quote a price on the spot



9. Be able to walk away



10. It's business, not personal



Listen to MEB's 123s webinars at

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