

Negotiating Isn't a Bad Word

If you could pocket a few hundred dollars a month by simply asking a question, would you?

One question can save you hundreds of dollars every month: "how much?" Even if the price is posted, just by asking, you will sometimes be told a lower price.

The second question: "will you take \$___ (saying a lower, but reasonable, price)?" What's the worst that can happen? They can tell you "no." Then you can buy it anyways or try using the following negotiating tips.

Many people believe that negotiations are "all or nothing", or that you have to play hard ball. For many, even the idea makes their palms sweat. Mostly, though, we've just not been taught to negotiate.

Negotiating is simply a conversation meant for a buyer and a seller to find a mutual agreed upon price. While the goal of negotiation is most certainly getting what you want, the fact is that the best deals make both parties happy.

You can negotiate on pretty much anything including hotels, furniture, phone and cable rates, autos, anything purchased from a private party, leases, and any kind of bulk order.

PAY ATTENTION TO BODY LANGUAGE.

Eye contact and nodding are generally positive signs while folding of the arms, fidgeting, or averted eyes say you are out of the ballpark.

BE READY TO FOLLOW-UP WITH A SECOND PRICE.

"I have \$250 in cash to make this purchase today and I'd really like to buy it from you."

POINT OUT YOUR ADVANTAGES AS THE BUYER.

"Store X down the street has it advertised for \$250 but I'd much rather purchase it here."

THE LONG PAUSE STRATEGY.

After the other party states their offer, pause. The awkward silence can make a seller nervous and open the door to closing the deal.

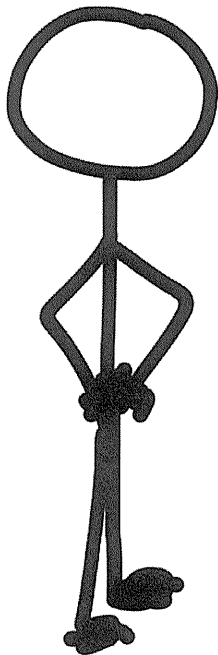
THE EXIT STRATEGY.

When you're not getting the deal you want, tell them you'll come back. Most sales people will do anything they can to keep you in the moment, including sweetening the deal.

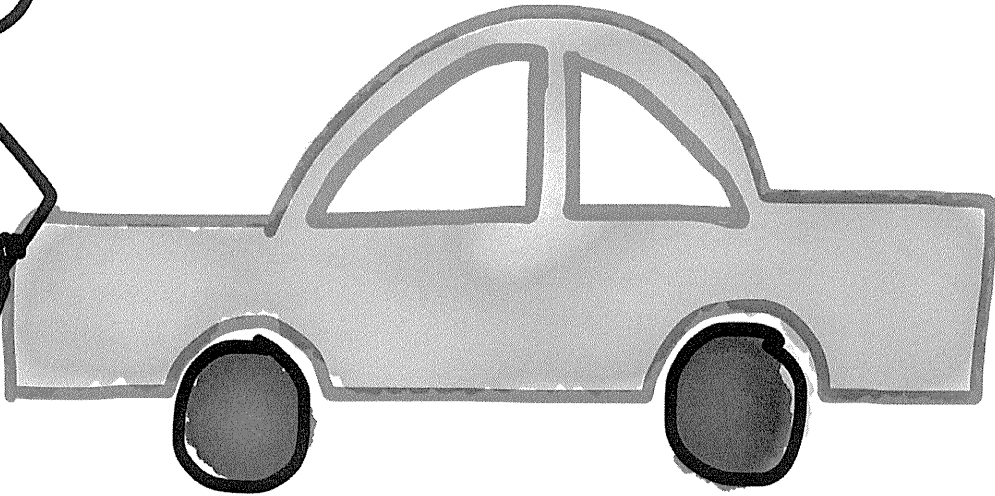
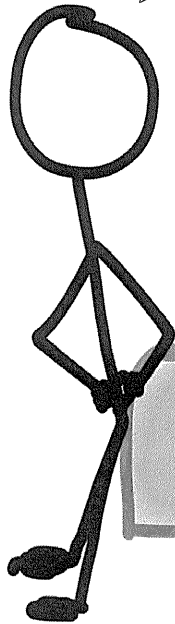
THE CLOSED LIPS STRATEGY.

Business school teaches that the first person to say a price out loud loses. That's not always true, but knowing the other person's thoughts first gives you an advantage.

How Much?



Will you
take less?



Well, I
need to
sleep on it.

