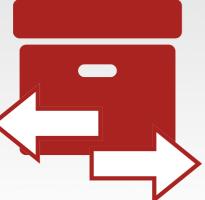
Planning & Preparation



Set Clear Goals & Objectives



What Have You Got To Offer & Trade?

Step Into Your Customer's Shoes

Like

What Would You Like To Achive From **This Negotiation?**

Intend

What Do You Intend To Happen In This Negotiation?

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Must

What Must You **Get From This Negotiation?**

