



How To Outnegotiate Anyone (Even a Car Dealer!)

Leo Reilly

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How To Outnegotiate Anyone (Even a Car Dealer!) Leo Reilly

Come out ahead when dealing with the IRS, lawyers, ex-spouses, and other potentially unpleasant people.

How to Outnegotiate Anyone shows:

- Why you should never disclose your deadline
- How to get the other side engaged and into a positive mindset
- When to deadlock (and when not to)
- How to tell the real final offer from the not-so-final offer
- And much more!

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Richard King:

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