



"Dishonest scales are an abomination to the LORD, but a just weight is His delight."

– Proverbs 11:1
(NKJV)



"Probably the world's greatest humorist was the man who named them 'easy payments'."

– Stanislas

Lucky Seven Basic Rules of Negotiating

1. Always tell the absolute _____.
2. Use the power of _____.
 - Cash is _____.
 - Cash is _____.
 - Cash has _____.
3. Understand and use "_____ _____ power."
4. _____.
5. "That's not _____."
6. _____ guy, _____ guy.
7. The "If I" _____ technique.