

# Master Negotiators Checklist # 2

*A pessimist sees the difficulty in every opportunity;  
an optimist sees the opportunity in every difficulty*

Winston Churchill

- Get to know all the people involved in the process.
- Learn everything about your opponents company, their agenda, position and itinerary.
- What is your relationship with this negotiator?
- How long has he or she been with the organization
- What is their future plans with their company?
- Are they planning to leave or move on? What's the time frame?
- How qualified is this person for the negotiation?
- How is the negotiator compensated?
- Is there an incentive if money is saved or on this negotiation?
- Is the compensation based on commission or straight salary?
- What time constraints exist for the other side?
- What other pressures originate from the negotiators place of work?
- Who else must this person consult before the final decision can be rendered?
- Is there a cut off for the negotiators authority?
- That is... is there a point under which the negotiator is authorized to close the deal and a point over which higher authority is needed?
- If so what is that point?
- How is the negotiation for the other side, perceived by their superiors?
- What is the negotiators attitude toward you and your company?

Disclaimer: Everyone is advised to consult with a competent legal professional that is familiar with your specific facts and circumstances. In virtually every case, competent legal counsel should review the contracts.

***Being challenged in life is inevitable, being defeated is optional.***

Frank Candy

***Your paycheck is not your employer's responsibility; it's your responsibility.***

***Your employer has no control over your value, but you do.***

Jim Rohn

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