

YOUR PASSPORT TO SUCCESS!

Name: _____

Date of Issue: _____

Location: _____

Signature: _____

Destination: **Get What You Want**

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INTRODUCTION

If you harness the power of persuasion, influence and negotiation, you greatly improve your opportunities to get what you want. This booklet contains highlights of effective actions and practices of master negotiators and people of influence. Adopt and adapt these methods to increase your bottom line and enhance your results.

The information is structured to lead you through a simple process to plan and achieve greater outcomes. Make the time to answer the questions. Take notes and apply the tips to real situations you are facing. Seek help from those pages that discuss tactics and the unexpected, especially when you hit a snag. Negotiating and influencing does get easier. Make sure you give yourself permission to be less than perfect in your attempts.

Now is the time to Get What You Want!

Get What You Want