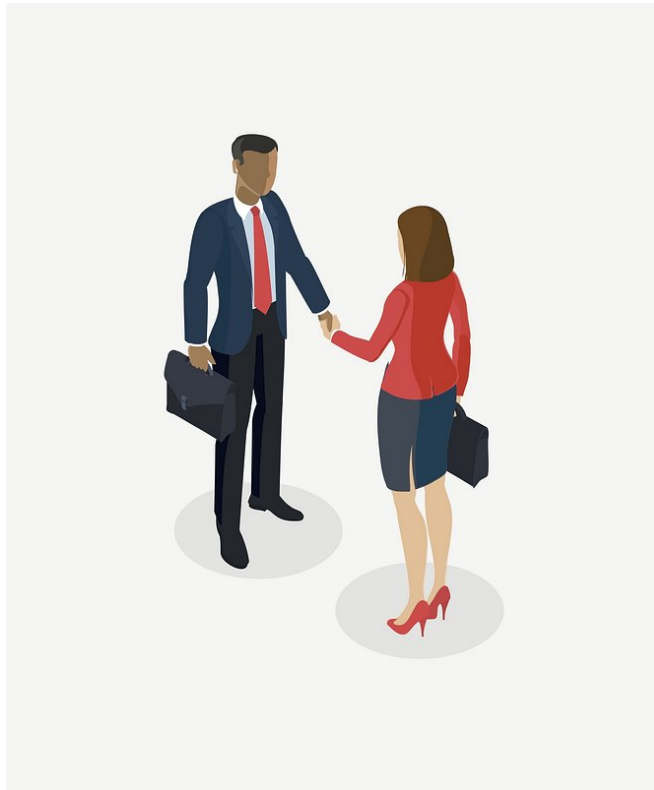




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## How to Learn Proper Negotiation Skills Without Getting Scammed

In summary, the financial world can be very intimidating, especially when it comes to a lack of knowledge. As mentioned earlier, research is key. One should review all options online, and see exactly what they want. By researching first, the confusion and uncertainty are eliminated when it comes to going to see your item that you plan to purchase in person. Another step, if possible, is to bring a buddy along with you. This will keep you in line so to speak. That way, if you are going over your budget, or are on the way to making an irrational decision, they can step in and help. Also, it prevents you from being harassed, or intimidated by

salespeople. Now remember, salespeople are humans too, and deserve to be treated with respect. If one is being disrespected, it is best that they just walk away from the situation, especially at dealerships. Why would one want to do business with, and spend a large amount of money at a place where they feel distrust? People skills, and just being kind can be a very helpful skill. Also, perhaps the most important lesson from negotiation is knowing when it's time to say no. You are not committing yourself to buying something if you are negotiating. The whole reason for negotiation is to get the price that you are willing to pay for that item. You want to get a good price, and if you can't, you may need to start researching other places to purchase from. Many dealerships, at the end of the current model year, try to liquidate their old models to make room for the new. Timing is very important. If one goes to a dealership the day after the new stock comes in, chances are dealers won't be willing to flex a whole lot on the price. However, if one goes to buy when the dealerships are liquidating their old stock, which is not actually old, it is just not the newest model year. The item itself is still new. This can be used as a negotiation point too. At the end of the day, the research will keep you ahead of the game. You won't have to listen to people to find the answers, because you looked it up beforehand. Also, be kind and friendly, but don't let anyone take advantage of you. This is why learning to say no, and to stand your ground is so important. Sometimes when one says no at a dealership, the dealership could try to manipulate you to change your mind. If you aren't happy, just say no, and go from there. This is why having someone with you is important. All in all, fear not, worrying just adds to unnecessary fear and stress!