



Negotiating Your Investments: Use Proven Negotiation Methods to Enrich Your Financial Life

Steven G. Blum

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Get smart about personal finance with the art and science of negotiation

Negotiating Your Investments is an in-depth guide to applying the principles of negotiation to your personal finances. With expert insight into the before, during, and after of a successful negotiation, you'll learn how to prepare for and conduct important financial discussions with an eye toward getting the best possible outcome. The book contains practical, actionable guidance toward pursuing what you really want, and tools that can greatly improve your chances of getting it. Clear, concrete advice describes how to influence the other side, avoid being taken advantage of, and direct the conversation to your advantage.

As a rule, investors fail to negotiate over financial matters, to their great detriment. Improving returns, or reducing fees, by a mere 1 percent per year can make a remarkable difference in your bottom line. For example, a million dollar investment that returns 7.5 percent rather than 6.5 percent, over 30 years, will put an extra \$2.1 million dollars in your pocket. On the other hand, that much money could easily go straight into someone else's purse. With that much money at stake, good negotiating practices become extremely valuable. *Negotiating Your Investments* provides the skills and tools you need to hold your own at the negotiating table while offering advice you can put to work immediately. Topics include:

- The elements of negotiation – identifying goals, interests, commitments, alternatives, and power
- Preparation, information exchange, bargaining, and closing and commitment – the four phases of negotiation
- Asymmetric information, conflicts of interest, professionalism, and whom to trust
- Investment vehicles and the economic science that lies behind wise investing
- Hard economic truths involving past results, rational market pricing, diversification, interest rates, and the effect of costs on investment returns

While the focus is on personal finance, the book also includes techniques, analysis, and examples drawn from award winning negotiation courses. It explores the basic theoretical models of bargaining in depth. With *Negotiating Your Investments*, you'll gain the skills and confidence you need to be smarter, and get better outcomes, in both your financial affairs and the many other negotiations you conduct every day.

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Daphne Shew:

Reading a book tends to be new life style in this particular era globalization. With reading through you can get a lot of information that can give you benefit in your life. With book everyone in this world can share their idea. Textbooks can also inspire a lot of people. Lots of author can inspire their very own reader with their story as well as their experience. Not only the story that share in the ebooks. But also they write about the data about something that you need illustration. How to get the good score toefl, or how to teach your children, there are many kinds of book that you can get now. The authors on earth always try to improve their proficiency in writing, they also doing some analysis before they write on their book. One of them is this Negotiating Your Investments: Use Proven Negotiation Methods to Enrich Your Financial Life.

Willie Navarro:

Spent a free time for you to be fun activity to accomplish! A lot of people spent their leisure time with their family, or their very own friends. Usually they doing activity like watching television, gonna beach, or picnic within the park. They actually doing same thing every week. Do you feel it? Will you something different to fill your own free time/ holiday? Can be reading a book may be option to fill your free of charge time/ holiday. The first thing you will ask may be what kinds of reserve that you should read. If you want to try look for book, may be the e-book untitled Negotiating Your Investments: Use Proven Negotiation Methods to Enrich Your Financial Life can be fine book to read. May be it is usually best activity to you.

Daniel Scott:

Precisely why? Because this Negotiating Your Investments: Use Proven Negotiation Methods to Enrich Your Financial Life is an unordinary book that the inside of the reserve waiting for you to snap that but latter it will jolt you with the secret the idea inside. Reading this book beside it was fantastic author who write the book in such remarkable way makes the content within easier to understand, entertaining means but still convey the meaning thoroughly. So , it is good for you because of not hesitating having this nowadays or you going to regret it. This book will give you a lot of advantages than the other book include such as help improving your expertise and your critical thinking way. So , still want to hesitate having that book? If I were being you I will go to the book store hurriedly.

Robert Polk:

Reading can called imagination hangout, why? Because when you find yourself reading a book especially book entitled Negotiating Your Investments: Use Proven Negotiation Methods to Enrich Your Financial Life your brain will drift away trough every dimension, wandering in every single aspect that maybe unidentified for but surely can be your mind friends. Imaging each word written in a reserve then become one application form conclusion and explanation which maybe you never get prior to. The Negotiating Your Investments: Use Proven Negotiation Methods to Enrich Your Financial Life giving you yet another experience more than

blown away your thoughts but also giving you useful info for your better life on this era. So now let us demonstrate the relaxing pattern this is your body and mind will probably be pleased when you are finished reading through it, like winning a. Do you want to try this extraordinary paying spare time activity?

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