



THE BRODKIN TRAINING METHOD

# Module 18 - Lesson 5

## **It's Game Time!**

[TheBrodkinTrainingMethod.com](http://TheBrodkinTrainingMethod.com)



The Brodkin Group



## Negotiation Techniques

- Review and practice negotiation tactics and dialogues with your manager
- Understand and practice the dialogue to use with Sellers regarding the three pricing strategies
- Understand and practice the dialogue to use with Buyers regarding the three types of offers

