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## **Chapter 2 Preparation: Building the Foundation for Negotiating**

It may sound counterintuitive, but adjourning negotiations until the following day, week, or even longer may assist you in closing a negotiation faster. Taking a break gives you time and space to unwind from the often tense and stressful atmosphere of business negotiations.

## **7 Tips for Closing the Deal in Negotiations - PON ...**

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Sibling disputes often erupt after a parent dies, and it's time to divide up the assets of an estate. Sibling disputes can result in lengthy and expensive legal actions.

## **Tips to Help Siblings Avoid or Resolve an Estate Battle**

Give Them a Choice. Give the other party two alternatives to choose from. If you have reached agreement on all but one item, or have established two good potential scenarios, lay out their options and let them choose one. Once they have committed to their choice, the negotiation is done.

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