

# 185: Negotiate Like a Boss

## 10 Point Checklist

**Chris Voss**

Want to gain as much knowledge as possible out of Get Yourself Optimized? Read on below for a **10 point checklist** that gives the next, real steps you can take for introducing these insights and optimizing your life.

*Get* **YOURSELF OPTIMIZED**

HOSTED BY **STEPHAN SPENCER**



**"Never guarantee perfection; just guarantee the best chance of success."**

**CHRIS VOSS**

# 10 STEPS YOU CAN TAKE TODAY

**Want to take charge of your health, wellness, and success?  
Here are 10 steps that can move you closer to your goals – today.**

- Ask people questions that will make them think. Doing this will give them more clarity and make better decisions.
- Develop an understanding of people wherein I disregard my biases and believe that there is neither agreement nor disagreement; it's a completely neutral thing. My goal should be to make them feel heard.
- Be in the moment and listen intently so that I can find a common ground between the other person and me.
- Don't feign anger to convince the other party. It's equivalent to lying, and it can ruin my integrity and long-term relationships.
- Negotiate for the sake of reaching common ground, not upsetting the other side with my personal agenda and points of view.
- Make sure that I implement the deals myself in my business. I must be genuine in my actions to develop long-term, trustworthy relationships.
- Practice effective body language and good posture. I should be in sync with the person I am negotiating with because if overdone, they may mistrust me.
- Be conscious of the tone of my voice because the wrong tonality can cause conflict, break rapport, or fail a negotiation.
- Visit [BlackSwanLtd.com](https://www.blackswanltd.com) for coaching and some free content. They will help me get the best possible outcome if I'm struggling with deals.
- Grab a copy of Chris' book called [Never Split the Difference: Negotiating As If Your Life Depended On It](#) and adapt the techniques in my day-to-day dealings and discussions.

To view the transcript, resource links and listen to the podcast, visit:

<https://www.getyourselfoptimized.com/negotiate-like-a-boss-with-chris-voss/>