

STELLAR *Life*

Hosted By *Orion*

Negotiation Secrets Of A Former FBI Hostage Negotiator

10 Point Checklist

Chris Voss

Want to gain as much knowledge as possible out of this episode? Here is your **10 point checklist** that gives you actionable steps you can take **TODAY** to start living a Stellar Life!

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10 STEPS YOU CAN TAKE TODAY

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

- Speak less and listen attentively. Don't be too eager to respond that you forget to pay attention to what the other person is saying.
- Take notice of tonality, hesitation, and body language. Sometimes it gives away far more important signals than with what they have to say.
- Set realistic expectations. Not every negotiation is guaranteed success. Focus instead on extending your influence in a positive way.
- State an educated guess. This triggers an impulsive, transparent and truthful response from the other person when they have an opportunity to correct you.
- Never assume that you're always right. Strive to know what important thing the other person has before you make a decision.
- Don't agree with a deal where your values will be sacrificed. Stay true to your word and be willing to live with everything you said.
- Accept the fact that there's a commonality to humanity and that is we all wanted to be heard.
- Train your mind to always see the good and positive things. Aim to live in a place of gratitude.
- Never let an adversity hold you back or limit your capabilities. You always have so much more to offer, you just need to keep an open mind.
- Grab a copy of Chris' book *Never Split the Difference: Negotiating As If Your Life Depended On It*.