In this economy can you afford not to put your best foot forward? Ever wonder why some people have all the luck when it comes to getting incredible deals on cars, vacations, real estate and business transactions? The reality is those people aren't really lucky at all; they just know how to negotiate for what they want.

You're not ready to strike a deal until you know exactly what you want. If, for example, you're shopping for a new car, don't walk onto the lot and ask, "Whaddya got?" Do your homework. Before you approach the salesperson, decide which make, model and color vehicle you want.

Travel agents and car salespeople work on commissions. Knowing how much wiggle room they have will help you strike a fair deal.

To get your business, some travel agents may be willing to cut you a deal on fares or negotiate for prepaid gratuities or shipboard allowances on extras such as bar tabs and excursions.

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If you like nice things, you have to work to be able to purchase them.

Have you ever seen the espisode of the Cosby's when the father comes in to try to strike a deal with the car dealer?

He calls himself willing and dealing doe the best deal and trying to teach his son a lesson.

If you're looking for office space or a retail location, don't just sign on the bottom line.

Negotiate up front for the best terms. Know what you're agreeing to when it comes to rent increases, renewal terms and pass-through expenses such as insurance, repairs and property taxes.

As the saying goes, "Forewarned is forearmed." Preparing for any negotiation is the key to saving money and getting the best deal.

One thing you may start to notice is that car dealerships seem to have a sale going on every single day. If you haven't noticed before, check it out next time you drive by the dealership.

There will always be balloons on the cars coupled with various banners. They want to make it feel like there is something special going on all the time.

This is intended to make the customer feel they need to act now to take advantage of the good deals before they miss out. They also use techniques like advertising in newspapers about various specials.

They will show you a great price on a vehicle and always specify that it is only for one certain vehicle. Low and behold, when you get to the dealership, that one happens to be gone.

But no matter, their whole goal is to just get you in the dealership. Now good salesmen will keep you there and get you to buy. Almost every ploy they administer has an end goal of simply getting you to the dealership. That's when the fun begins for them.

If you want proof that all they want is get you to the dealership, try this little game. Call the dealership and do whatever it takes to get a hard price out of them for a vehicle.

It's almost impossible to get a price out of them. They know that if they give you a price, you'll just shop around and buy whoever gives you the best price. They want to get you to the dealership. They'll do all sorts of tricks like saying "I do believe we have one of those, let me check our inventory and give you a call back, give me your number."

Notice they didn't ask for it, they told you to give it. That's controlling the conversation. They'll even lie and tell you that they have the car even if they don't and then ask you for a good time to come in and take a look. A good salesman knows that if you come to the dealership, they can sell you on something completely different.

When you actually show up at a dealership, they know that there is only about a 5 percent chance that you will ever come back if you leave without buying a car. With that in mind, they will do everything in their power to sell you a car right then and there.

This means you have a lot of power in threatening a walkout. One of the key ways to get someone to buy a car is to have them buying on emotion.

Salesmen know that as soon as you get in a nice new car with a lot more cool toys then your old heap you will just have to have it. They will try to get you to take mental ownership of the car.

They will convince you that you have to have it and that it is perfect for so many reasons.

Salesmen are trained to get you in the habit of saying yes. A good salesman will get you to say yes at least 30 times throughout the whole process. They want you to be in a groove of saying "yes".

Their hope is that when they finally ask for the sale, you will be more likely to give them another

"yes". Now they won't just come out and say "do you want to buy the car?"……and wait for a yes.

It's a lot smoother. They will likely ask, "It looks like this car fits your wants and needs, if I can fit it into your budget can we wrap this up today?"

Salesmen get you into the groove of saying "yes" by asking you things like, "This new Jetson 335 comes with driver and passenger airbags to keep you and your wife safe, you want your wife to be safe when she's in the car right?"

Or, "Spantra 589s get 10 more miles to the gallon then your car, could you use a little extra gas money in your pocket?" If they're asking you questions that have easy "yes" answers, it's because they're working you into a groove of using that magical word.

Salesmen always are sure to control the conversation. By controlling the conversation they are putting themselves in a position of power. This makes it harder for you to be firm and stand strong.

They stay in power by asking you either/or questions, where each possible answer is acceptable to them. For example, "what do you value more in a car, color OR safety?" Regardless of how you answer that question they are still in control. When a salesman gives a customer an either/or question the one thing they hate the most is when the reply is "neither actually".

Make them think you're going to finance through the dealership. Often times they will give away a little more on the price.