

What I desire from this negotiation

A safe rental apartment that has an indoor gym and all appliances in the apartment. It must be close to Guy and St. Catherine Blvd W. Move in date is July 2019.

What I contribute/my value and worth

- Long-term resident
- Ideal tenant who is quiet, clean and respectful to people and spaces

<i>Research</i>	<i>Sources of information/Notes</i>
<ul style="list-style-type: none"> • Cost of rent for equivalent size in the neighbourhood • What amenities are generally included • Age of building (not more than 15 years) • When is the peak rental season in Montreal 	<ul style="list-style-type: none"> • Visit apartment and speak to management • Go for a tour and observe the cleanliness, friendliness of staff, who comes/goes from the building • Online rental sites
<i>Ask questions</i>	<i>Sources of information/Notes</i>
<ul style="list-style-type: none"> • Demographic of residents • Issues in building/tenants • What is included in rent • How many units and how many are rented • What discounts are available 	<ul style="list-style-type: none"> • Visit apartment and speak to management

<i>A</i>ppearance	<i>P</i>reparation
<ul style="list-style-type: none"> • Casual wear • Smile and friendly attitude • Listen intently to the responses • Ask for their business card and follow-up 	<ul style="list-style-type: none"> • Walk through plan with a friend • Remember the last successful negotiation and how you felt
<i>R</i>eaction	<i>P</i>reparation
<ul style="list-style-type: none"> • Neutral reaction • Follow-up with more questions to their responses • Ask for possible discount as we are good tenants 	<ul style="list-style-type: none"> • Practice expressions in front of mirror • Review your body language in the mirror or record your reactions when nervous, excited, confident
BATNA	Next steps to increase BATNA
<ul style="list-style-type: none"> • Stay where we are • Two other buildings in the area 	<ul style="list-style-type: none"> • Increase rental budget • Priority of desires (distance, rent, amenities)

What I desire from this negotiation

What I contribute/my value and worth

***R*esearch**

Sources of information/Notes

***A*sk questions**

Sources of information/Notes

<i>Appearance</i>	<i>Preparation</i>
<i>Reaction</i>	<i>Preparation</i>
BATNA	Next steps to increase BATNA