
GivingGrinch.com

BudgeFree for Life!

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Visit Our Blog: I've updated the Blog (www.GivingGrinch.BlogSpot.com) to include topic links to past newsletters.

Haggle Your Way to Savings

Haggling does not come naturally. Fortunately, I've had the pleasure of travelling to places where the first price is rarely the final price. Having seen this process at its finest, I've compiled a list of best practices to help you haggle your way to a better deal.

What is Negotiable

Haggling extends beyond garage sales, open air markets and your next car. You can haggle to improve your situation on a variety of items: phone, cable, gym membership and home improvement jobs come to mind. While there are many things we can haggle on, it's important to temper expectations if a product or service is non-negotiable. This could be the case at national retail outlets, dining establishments, etc. A strategy in these situations is to ask if the seller offers specials or is planning to have a sale soon.

Start by Asking for a Better Deal

Competition, especially in highly competitive industries dominated by independent business owners, is fierce. Start the process by asking for a better price. Smart Money Magazine even suggests that medical costs are negotiable: <http://www.smartmoney.com/spending/deals/how-to-cut-your-health-care-costs-14650/>.

Do Your Diligence

It's common for businesses to beat a competitor's price. This is especially true in situations where many sellers offer the same or similar product. Craft markets or touristy places are classic examples. Walk around and get a feel for the going rate of an item before you haggle with a vendor.

For tips on a wide-range of money matters, visit this GivingGrinch.com recommended site: www.moneyreallymatters.com

Be Even Keel & Not Afraid to Smile

Have fun with the haggling experience. The best hagglers I've seen have a price in mind and a strategy to achieve their objectives, but they also maintain a pleasant disposition. This allows them to be persistent without being unpleasant.

Grease the Wheel

- Offer to pay in cash
- Offer to purchase on the spot
- Offer to recommend shop/service to your friends and colleagues

Work the Variables

Often there are several variables inclusive or exclusive of the final price. If you are unable to reduce one area try to improve your situation in another. Earlier this year while on a trip we walked into a hotel without a reservation. After chatting with the front desk manager and determining that the hotel was only 70% occupied, we asked for a lower rate than was quoted. The manager was not willing to reduce the rate, but we were able to secure a larger room and a welcome basket with snacks and beverages at no extra cost.

Business owners, hiring a virtual assistant can save time and money:
www.integrityofficesolutions.com

Be Willing to Walk Away

If you don't get the price you require and are able to make due leave your information with the seller, ask them to contact you if they are willing to meet your terms.

Don't Walk Away After You Agree on a Price

It is bad etiquette and a waste of time to negotiate in bad faith.

Reader Tips

Bartering or swapping goods is a bit like haggling and another way to save money. There are a bunch of websites that offer these services. Here are a few:

- HomeExchange.com
- Craigslist.com (barter section)
- MakeupAlley.com
- PaperBackSwap.com
- SwapThing.com
- TargetBarter.com
- TextSwap.com
- BarterBee.com

Submitted by Shefali in NYC.

Share Your Haggling Tips:

Share your haggling tips and success stories with our readers. You can post a comment on our blog or send me an email: advice@givinggrinch.com.

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