



Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker

By Donald Dell, John Boswell

Download now

Read Online 

Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell

"On a handshake, I've trusted Donald Dell with my life." -Arthur Ashe, U.S. Open champion

Good negotiators know the rules. Great negotiators know when to break those rules. And then there are the true master dealmakers, like the pioneering sports lawyer Donald Dell. Over the last four decades, he has fought for some of the biggest stars in the world-Michael Jordan, Jimmy Connors, Patrick Ewing, Andy Roddick, Stan Smith, and dozens of others.

Dell is tough enough to look the general manager of the L.A. Lakers in the eye and say, "We can talk about the weather or the movies or your sex life, whatever you want, but we're not going any further until you make an opening offer." On the other hand, he's shrewd enough to know when the managing partner of the Chicago Bulls was about to lowball Michael Jordan by \$40 million-unless Dell could grab the advantage by naming his number first.

Now Dell reveals the advanced strategies and tactics that he has developed over a lifetime of high-stakes deals. Whether you're making endorsement deals for superstars, negotiating your next salary, or just trying to sell your old car, Dell's wisdom will help you get every possible advantage.

 [Download Never Make the First Offer: \(Except When You Shoul ...pdf](#)

 [Read Online Never Make the First Offer: \(Except When You Sho ...pdf](#)

Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker

By Donald Dell, John Boswell

Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell

"On a handshake, I've trusted Donald Dell with my life." -Arthur Ashe, U.S. Open champion

Good negotiators know the rules. Great negotiators know when to break those rules. And then there are the true master dealmakers, like the pioneering sports lawyer Donald Dell. Over the last four decades, he has fought for some of the biggest stars in the world-Michael Jordan, Jimmy Connors, Patrick Ewing, Andy Roddick, Stan Smith, and dozens of others.

Dell is tough enough to look the general manager of the L.A. Lakers in the eye and say, "We can talk about the weather or the movies or your sex life, whatever you want, but we're not going any further until you make an opening offer." On the other hand, he's shrewd enough to know when the managing partner of the Chicago Bulls was about to lowball Michael Jordan by \$40 million-unless Dell could grab the advantage by naming his number first.

Now Dell reveals the advanced strategies and tactics that he has developed over a lifetime of high-stakes deals. Whether you're making endorsement deals for superstars, negotiating your next salary, or just trying to sell your old car, Dell's wisdom will help you get every possible advantage.

Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell **Bibliography**

- Sales Rank: #969068 in eBooks
- Published on: 2009-07-23
- Released on: 2009-08-20
- Format: Kindle eBook

 [Download Never Make the First Offer: \(Except When You Shoul ...pdf](#)

 [Read Online Never Make the First Offer: \(Except When You Sho ...pdf](#)

Download and Read Free Online Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell

Editorial Review

From Publishers Weekly

Starred Review. Legendary sports agent Dell reveals the secrets to successful negotiating in this spellbinding, behind-the-scenes look at deal making in the high stakes world of professional athletics. The treasure trove of practical advice is backed up by mesmerizing tales of the deals Dell closed on behalf of such stars as Arthur Ashe, Michael Jordan, Jimmy Connors and Patrick Ewing. The author drives home simple yet powerful business lessons: he recalls how his negotiation for a new Michael Jordan basketball shoe reached an impasse until Nike exec Peter Moore blurted out a clear concept for a line called Air Jordan, which subsequently became the biggest licensing deal in history; and his own temper cost him a deal signing a promising young tennis star. Sidebars offer advice from athletes, politicians and dealmakers including former senator and Basketball Hall of Fame player Bill Bradley and former senator George Mitchell, who negotiated the Good Friday peace agreement of 1998 in Northern Ireland. Dell reveals that successful deal making requires strong relationships, trust, self-awareness—the very qualities his star clients embody. (Aug.) Copyright © Reed Business Information, a division of Reed Elsevier Inc. All rights reserved.

About the Author

Donald Dell is the cofounder of the Association of Tennis Professionals and the founder of ProServ, a leading sports agency that has represented hundreds of star athletes. He is also a former captain of the U.S. Davis Cup tennis team, the founder of the Legg Mason Tennis Classic, and a television tennis commentator.

John Boswell has written or cowritten seventeen books including *What They Don't Teach You at Harvard Business School*.

Users Review

From reader reviews:

Mable Watkins:

This Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker are generally reliable for you who want to become a successful person, why. The explanation of this Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker can be on the list of great books you must have is actually giving you more than just simple looking at food but feed a person with information that probably will shock your prior knowledge. This book is actually handy, you can bring it everywhere and whenever your conditions in the e-book and printed versions. Beside that this Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker forcing you to have an enormous of experience for instance rich vocabulary, giving you tryout of critical thinking that could it useful in your day pastime. So , let's have it and enjoy reading.

Carolyn Brown:

This book untitled Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker to be one of several books in which best seller in this year, here is because when you read this book you can get a lot of benefit on it. You will easily to buy this specific book in the book retailer or you

can order it by means of online. The publisher of the book sells the e-book too. It makes you easier to read this book, as you can read this book in your Mobile phone. So there is no reason to your account to past this reserve from your list.

Vincent Olson:

Reading a reserve can be one of a lot of activity that everyone in the world really likes. Do you like reading book so. There are a lot of reasons why people fantastic. First reading a e-book will give you a lot of new information. When you read a e-book you will get new information due to the fact book is one of various ways to share the information as well as their idea. Second, examining a book will make an individual more imaginative. When you reading through a book especially fictional book the author will bring someone to imagine the story how the character types do it anything. Third, you may share your knowledge to other people. When you read this Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker, you may tells your family, friends in addition to soon about yours reserve. Your knowledge can inspire the others, make them reading a guide.

Lola Kelly:

You can get this Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker by look at the bookstore or Mall. Merely viewing or reviewing it could to be your solve problem if you get difficulties for your knowledge. Kinds of this e-book are various. Not only by written or printed and also can you enjoy this book by e-book. In the modern era similar to now, you just looking by your local mobile phone and searching what their problem. Right now, choose your personal ways to get more information about your publication. It is most important to arrange you to ultimately make your knowledge are still revise. Let's try to choose right ways for you.

Download and Read Online Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell #KPONZ7FGM4W

Read Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell for online ebook

Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell books to read online.

Online Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell ebook PDF download

Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell Doc

Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell Mobipocket

Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell EPub

KPONZ7FGM4W: Never Make the First Offer: (Except When You Should) Wisdom from a Master Dealmaker By Donald Dell, John Boswell