**WHAT ARE YOUR PRIORITES?**

Your negotiation could include the below:

* Delivery timeframe- How long would it take for the supplier to deliver what you need?
* Material pricing- How much do the materials cost?
* Material Quality- How good is the value?
* Payment terms- How does the supplier want you to pay for the goods?

**KEY THINGS TO CONSIDER**

* What’s in it for them/ what’s in it for you?
* How will you use the materials?
* Be persuasive
* Consider your main goal overall- is what they are presenting to you fair for you?
* Are you able to finish on a compromise or will you have to walk away?