



Poker Power



The Negotiation Script

**FOR THE PERSON WHO READS
EVERYONE ELSE'S HAND.
TIME TO PLAY ON YOUR OWN TERMS.**

You've never needed help reading people.
You've needed the right words to match what
you already see. Fill in the blanks.
Trust your read. Walk in ready.





The Negotiation Script

KNOW YOUR THREE NUMBERS

MY TARGET NUMBER \$_____

(The real number. Not the safe one.)

MY OPENING ASK \$_____

(Higher than your target. Leave room to move.)

MY WALK-AWAY NUMBER \$_____

Know it before you need it.

THE OPENING ASK

"Based on my research into [industry/market] and the value I've brought to [specific achievement], I'm looking for [opening ask]. I'd love to hear your thoughts."

→ **READ THE ROOM:** Silence means they're considering it. Hold yours.

THE COUNTER

"That's helpful context. Based on [specific value or market data], I'm confident [target number] reflects what I bring. Is there flexibility to get there?"

→ **READ THE ROOM:** A fast no is an opening position.



The Negotiation Script

THE CLOSE

- ♥ *Yes* "I'm glad we got there.
Looking forward to what's ahead."
- ♥ *Not yet* "Can we agree on a timeline —
and what hitting [specific milestone]
would need to look like?"
- ♥ *No* "I appreciate your transparency. I'd like
some time to consider the full picture."

ONE THING TO REMEMBER

Asking for what you're worth compounds.
Every conversation builds the one after it.

New here? Know your suit. Change your game.
→ [Find Your Power Suit](#)

