NEGOTIATION DEAL POINT CHECKLIST

Name of Negotiation: _____ Start Date: _____

DEAL POINT	HAMMERING OUT THE DETAILS
	Offer:
	Counter offer:
	Offer:
	Counter offer:
	Offer:
	Counter offer:
	Offer:
	Counter offer:
	Offer:
	Counter offer:
	Offer:
	Counter offer:
	Offer:
	Counter offer:
	Offer:
	Counter offer:

FINAL DEAL POINTS AGREED TO BY BOTH PARTIES

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