

# Money-saving tips when buying a van

1. **Buy Used:** New vans can be wallet busters. Opt for a reliable used one, and let the first owner take the depreciation hit.
2. **Shop Around:** Cast a wide net. Check out different dealerships, private sellers, and online platforms. You never know where the deal of your dreams might pop up.
3. **Timing is Key:** Dealerships often have sales goals, and the end of the month or quarter can be prime time for negotiation. Play your cards right, and you might snag a better deal.
4. **Research, Research, Research:** Know the market value of the van you want. Being armed with knowledge gives you bargaining power.
5. **Consider Older Models:** The latest and greatest might be tempting, but sometimes a slightly older model can offer great features at a significantly lower price.
6. **Negotiate Like a Pro:** Haggling is an art. Be confident, do your homework, and don't be afraid to walk away if the price isn't right.
7. **Look for Promotions and Incentives:** Dealerships sometimes run promotions or incentives. Keep an eye out for special financing rates or cash rebates.
8. **Inspect Thoroughly:** Before sealing the deal, have a trusted mechanic inspect the van thoroughly.
9. **Consider Auctions:** Keep an eye on local auctions. You might stumble upon repossessed or government-owned vans that go for a steal.
10. **Expand Your Radius:** If you're open to it, consider searching for vans in nearby cities or states. Sometimes, a short road trip to pick up your van can save you big bucks. I drove the length of Ireland to pick up my van (not a big country, in fairness).
11. **Be Patient:** Rome wasn't built in a day, and neither is a budget-friendly van purchase. Patience can pay off—wait for the right deal to come along.

# The Ackerman model for price negotiation

1. Set your target price (eg. \$10k) - NEVER go above this
2. Set your first offer at 65% of the target price (eg. \$6.5k)
3. Three raises are 85, 95, 100% up to your target price

## NLP Techniques & negotiation advice:

- **Effective Pauses:**
  - Use silence to your advantage and speak slowly, as if you are deliberating.
- **Be Assertive - Late Night DJ Voice:**
  - Maintain a confident and assertive tone, akin to a late-night DJ.

- **Give Minimal Encouragement:**
  - Use minimal encouragement such as "Yes" and "Uh Huh."
- **Mirroring:**
  - Practice mirroring, where you reflect the other person's statements or emotions.
- **Labelling for Empathy:**
  - Employ labeling for empathy, using phrases like "It sounds like..." or "It seems like..."
- **Paraphrase:**
  - Use paraphrasing to restate the other person's points in your own words.
- **No Deal is Better Than a Bad Deal:**
  - Remember that it's better to walk away from a deal that falls below your lower boundary than to accept a bad deal out of neediness.
- **Let Go of that Genie in Your Head:**
  - Release the fear of conflict within you; it is a key element of achieving success.
- **"No" is the Beginning of the Conversation, Not the End:**
  - Understand that when someone says "No," it marks the start of a negotiation, not the conclusion