

CONTENTS

Foreword	vii
Jim Melamed	
Introduction	1
PART ONE: HUMAN V. HUMAN: HEALING RELATIONSHIPS	5
1 Independence Day	7
2 Paintball Pranks	19
3 Step-by-Step	29
4 A Sweet Deal	44
5 Reading Minds	55
6 Rock Star	66
7 Gratitude Is the Attitude	75
8 Memories	84
9 Working at the Car Wash	92
10 Transforming the Journey of Revenge	103
11 A “Hats-On” Approach	114
PART TWO: “SHOW ME THE MONEY (OR SOMETHING OF EQUAL VALUE)!”: CREATIVE SOLUTIONS	125
12 Liar, Liar!	127
13 The Handicap	138
14 Legally Blind	147
15 The Slow Drip	158
16 Death Takes a Holiday	167
17 If the Shoe Fits . . .	175
18 The Staggered Approach	185
19 Time-Share	198
20 The Silent Mover	207

21	A Small Deception	214
22	The Laddered Approach	225
23	The Confidential Listener	233
24	Dropping the Bombshell	247
25	Worth the Wait	255
26	Creating Value	267
PART THREE: GETTING TO THE BOTTOM LINE		279
27	Too Many Cooks	281
28	Bottom-Line Negotiating	291
29	The “Fishy Calculator” Method	296
30	The Crossover	303
PART FOUR: THE MEDIATOR’S HIP-POCKET GUIDE TO STRATEGY		311
	About the Author	323

<http://www.pbookshop.com>