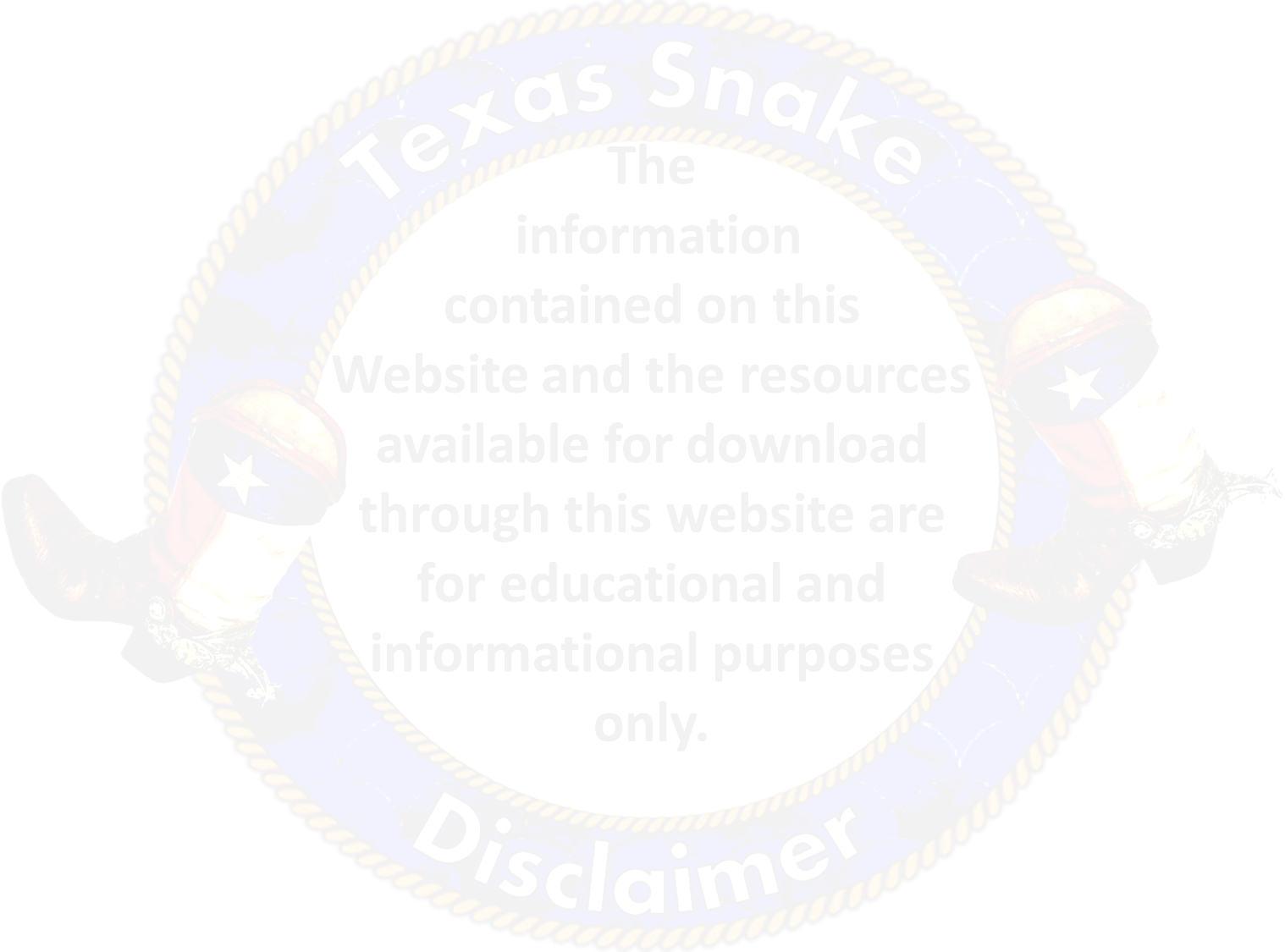


**NEGOTIATING WITH BANKERS**

**TEXAS SNAKE’S FINANCIAL WISDOM**

This routine is called the Pitch, The Hook, and the Close.

This is what we Dinarians present to the banker.

**The Pitch**

I succinctly explain to the banker what it is I intend to do. I explain what benefits both me and the funds at my disposal will mean to my objectives.

**The Hook**

“Since I am presently not as knowledgeable or sophisticated in the world of investments and investing, I will need some professional expertise to guide me through to attaining my goals and objectives.”

**The Close**

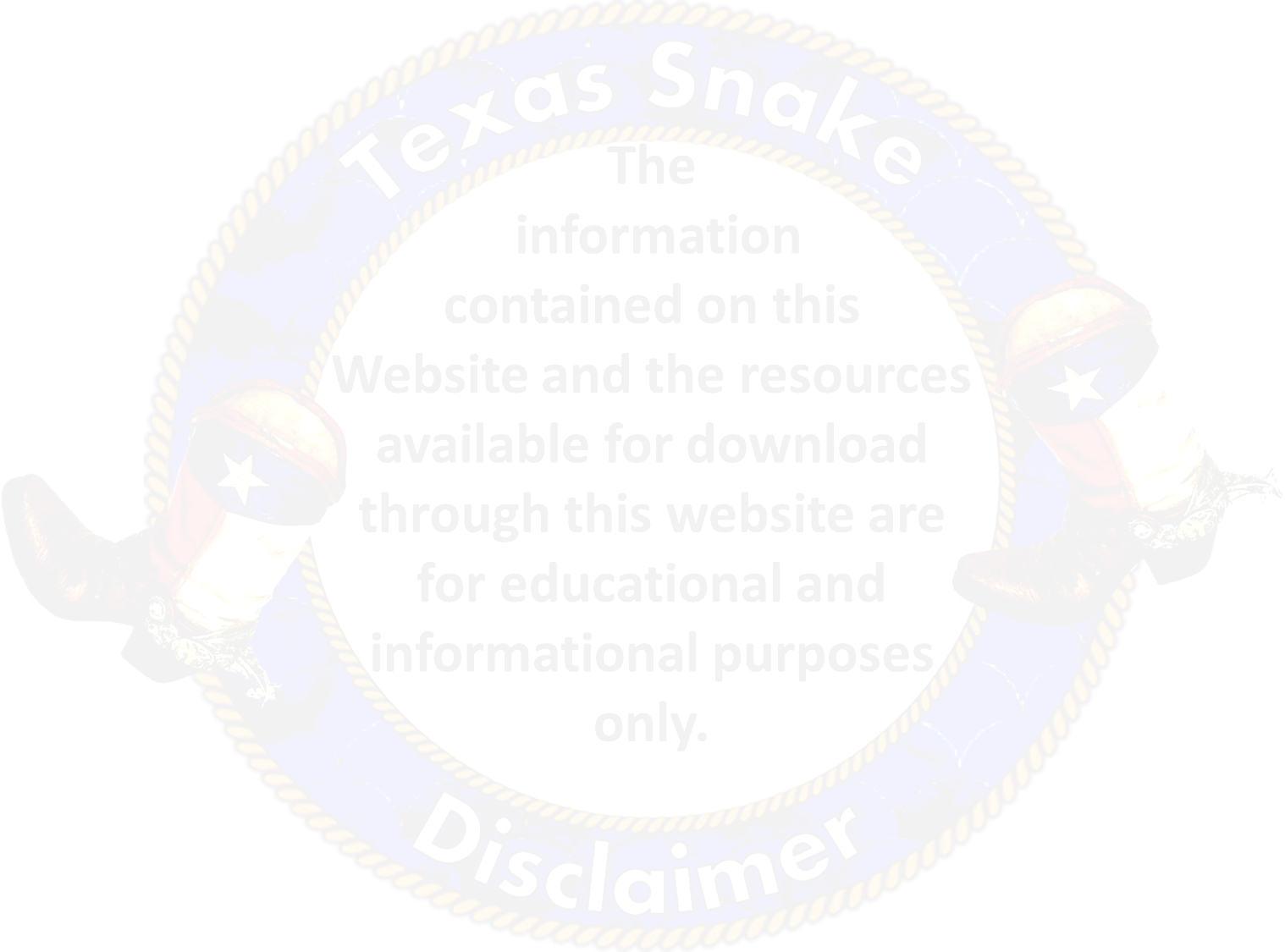
*“Please try to imagine how much we could do and how much directly or indirectly you could personally gain by being the guy who offers me the professional expertise to get from here to where I plan to go. Do you feel you are qualified?”*

At this point do not say another word let him sell himself to you as to what he can provide, remember:

* He Who Speaks First Loses, so keep your mouth shut.

My comment to potential clients as I was attempting to become their financial advisor was:

*"Well we have reviewed what you have accumulated over the past several years of working and you have seen the recommendations I have proposed as well as 3 possible scenarios as to what could have been had we met 10 years ago. The question is if you are as successful in the next 10 years continuing to do what you have been doing, will you be satisfied with the results based upon past experience?”*

**Then I shut UP:** 

(and give the client time to realize how good I am and hire me).

**CLOSING NOTES:**

I personally hope I will know as much as or more than whomever I get as a wealth manager.

What I am attempting to impress on those with possibly not as much knowledge or investment experience is to **stress how valuable you would be if the wealth manager decided to represent you and educate you as opposed to you looking to another institution to take your business.** This primarily to get at a competitive or contract rate. (Also to negotiate favorable terms on anything.)

None of what I have said may be of value but I do suggest your practice time is quite limited.

