



STRATEGY 55

Baseball Formula

You can't get back a called strike.

<p>BASEBALL SITUATION</p>	<p>When an umpire makes a really bad mistake and calls an obvious ball a strike, it is absolutely futile for the batter to argue. To date, an umpire has never reversed his call but he is a human being and often knows he makes the error, but posture precludes him from correcting it.</p> <p>If you, the batter, start berating the umpire, he is not only embarrassed but forced to defend his position, and he is not happy with you.</p> <p>The way to handle it is to say something like the following without ever looking at the umpire: “George, you really really missed one that time. You owe me one.” You are not arguing for the strike that has already passed you, you are negotiating for the next close call to go in your favor.</p>
<p>REAL ESTATE SITUATION</p>	<p>If you are negotiating and you run into a deal breaker or a point that the other side is adamant about and you are going to lose the negotiated point no matter what, then move on past it—but make your point to the people on the other side that, “they owe you one,” and then someplace down the line, when you have a point you really want, remind them.</p>