



## **ServeNoMaster 091: Developing Value So That People Want to Do Business With You**

**Subtitle:** How to Negotiate Uphill and Win

### **Key Takeaways:**

[5:26] - Excellence is one of the great value you can offer other people instead of financial.

[9:10] - Another value is finishing a task that has been given to you

[11:38] - Seeing obstacles as opportunities will create value in you

[18:46] - You don't have to succeed. You just need to try.

[20:25] - Be able to finish stuff without someone watching you.

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