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**From:** Nadia  
**Sent:** Sat 10/29/2011 8:09:11 PM  
**Subject:** Productive day

Your interview tip about it not being over till its over, helped me today.

I got a call this morning that turned out to be more of an interview with the United Airlines team about selling aircraft. They asked a few boring questions then said, "ok the interview is over, you did great. Now tell us about yourself...what is your biggest fear?" I said "It used to be flying but I took a flying lesson to overcome it and now I fly a GII. My only other fear is public speaking so I am now a member of Toastmasters. I like a good challenge." They seemed impressed and followed by saying "You know, in sales you might need to lie a bit.." I responded with "that might be a problem because I am just not a good liar. But I am pretty good at getting people on my side by showing them why it's in their interest to do business with me." They laughed and actually said 'that's it, you're hired,"

Then they talked about how they feel they can trust me, changed their mind about wanting me to sign an NDA and right away put me in charge of a big deal. I am supposed to call the client on monday to negotiate the price. If I close it, I get 100K.

Crazy... If it's real it's pretty cool, if not I waste an hour of my time..

Now how do I negotiate with an 'angry old rich lady' about buying aircraft engines?