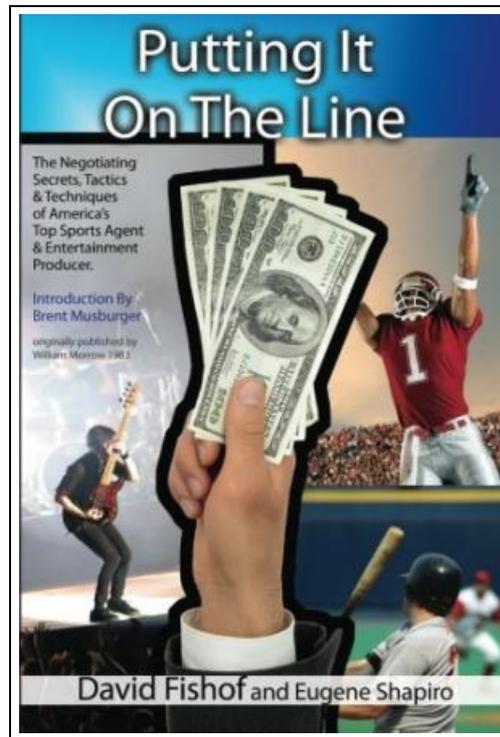


Putting It on the Line



Filesize: 4.89 MB

Reviews

The publication is fantastic and great. It can be rally exciting throgh reading period of time. I am just very happy to inform you that this is the greatest publication i actually have read in my very own daily life and could be he very best ebook for at any time.
(Prof. Alvis Wuckert)

PUTTING IT ON THE LINE



To save **Putting It on the Line** PDF, you should click the button below and save the file or have accessibility to additional information which might be have conjunction with PUTTING IT ON THE LINE ebook.

CreateSpace Independent Publishing Platform. Paperback. Condition: New. This item is printed on demand. 220 pages. Dimensions: 8.9in. x 6.0in. x 0.6in. PUTTING IT ON THE LINE The Negotiating Secrets, Tactics and Techniques of Americas Top Sports Agent and Entertainment Producer. Introduction by BRENT MUSBURGER originally published by William Morrow 1983 DAVID FISHOF has negotiated some of the biggest deals in professional sports, and though he is still in his mid-twenties, his client list includes, Lou Piniella, Vince Ferragamo, Jack Reynolds, Phil Simms, Ron Jackson and other sports and entertainment stars. PUTTING IT ON THE LINE reveals how Fishof negotiates for his clients, and offers solid advice on how to succeed in the negotiations we all encounter. How does Fishof do it How does he get along with an no-nonsense businessman like George Stienbrenner in the afternoon and then go out on the town with a good ol boy like Hacksaw Reynolds the same night Fishof doesnt score points by bullying. Instead, he recommends respect for the other guys needs, a clear understanding of the limitations of any negotiation, and a gentlemanly approach to every business deal - and he shows how these methods work for you. The book is filled with fascinating true stories about Fishofs negotiations - the infamous weight clause that required Lou Piniella to come to spring training at under two hundred pounds or face a Stienbrenner-imposed fine; the 750,000 contract for Vince Ferragamo to play in the Canadian Football League (and the intricate dealing with the Los Angeles Rams that this ground-breaking contract involved); and the peculiarities of the endorsements business, that peculiar juncture of sports and entertainment. All of these negotiations are discussed in detail so that you can see how negotiating works in the big leagues. Filled with sparkling anecdotes and good advice, this is a funny...



[Read Putting It on the Line Online](#)



[Download PDF Putting It on the Line](#)

Other PDFs



[PDF] Good Night, Zombie Scary Tales

Follow the web link listed below to download "Good Night, Zombie Scary Tales" file.

[Download PDF »](#)



[PDF] DK Readers Robin Hood Level 4 Proficient Readers

Follow the web link listed below to download "DK Readers Robin Hood Level 4 Proficient Readers" file.

[Download PDF »](#)



[PDF] God Loves You. Chester Blue

Follow the web link listed below to download "God Loves You. Chester Blue" file.

[Download PDF »](#)



[PDF] NirV Outreach Bible

Follow the web link listed below to download "NirV Outreach Bible" file.

[Download PDF »](#)



[PDF] DK Readers Animal Hospital Level 2 Beginning to Read Alone

Follow the web link listed below to download "DK Readers Animal Hospital Level 2 Beginning to Read Alone" file.

[Download PDF »](#)



[PDF] Viking Ships At Sunrise Magic Tree House, No. 15

Follow the web link listed below to download "Viking Ships At Sunrise Magic Tree House, No. 15" file.

[Download PDF »](#)