

Staffsync360 – Negotiation Cheat-Sheet

Golden Rule

Never reduce price without reducing scope. Protect value first.

Why Clients Negotiate

- They see value but want better deal
- Comparing vendors
- Budget pressure
- Want psychological win

Step 1 – Anchor Value

Confirm value before price discussion. Ask if productivity and visibility value is clear.

Step 2 – Trade, Don't Discount

Always trade commitment, scope, or structure instead of cutting price.

Power Negotiation Tactics

1. Commitment Trade – Better pricing for 6 or 12 month plans.
2. Volume Trade – Lock price if recruiter count increases.
3. Pilot Structure – Start with small team, then scale.
4. Add Bonus – Free onboarding, migration, training instead of discount.
5. Salary Anchor – Compare cost to one recruiter salary.
6. Silence – Quote price and stop talking.
7. Clarify – Ask if concern is budget or value.

What NOT To Do

- Don't discount immediately
- Don't apologize for pricing
- Don't negotiate against yourself

Live Script Example

“If we reduce price, we’ll need to limit scope. Alternatively, we can keep full features and add onboarding support.”

Founder Mindset

We are not the cheapest tool. We are the tool that improves staffing business performance.

Closing Line

Once recruiters become productive, pricing becomes secondary.