Tactics for a Geriatric Negotiation

NegotiAge

When negotiating with an older adult, remember to use the 5 Ws : Who? What? When? Where? and Why?

- ***Who?*** Determine who the influencers are (friends, family, etc.)
- ***What?*** Use other words besides "caregiver". For example, use personal assistant, chef, driver, etc.
- ***When/Where?*** Build off shared experiences. Keep on negotiating; it may take a few tries!
- ***Why?*** Re-frame the why. Instead of focusing on the inability to do a task, focus on:
    - Reducing burden
    - Helping others
    - Preventing memory loss