

How to Negotiate with the regional center or other agency:

Prepare for your negotiation by answering the following questions:

1. What do you disagree about?
2. Why is this important for you?
3. What is the *best* solution?
4. What is the *next best* solution?
5. What solution would you accept, even if it is not ideal?
6. What will happen *to you* if you do not make an agreement?

7. Why does the agency disagree?

8. Why is this important for them?

9. What solution do they propose?

10. What will happen *to the agency* if you do not make an agreement?

After the Regional Center or the other agency proposes a solution, answer the following questions:

1. What is their next best solution?

2. What other solution do they propose?

Go through this process for each issue in dispute.