



Smart Fuel Cap - Eliminating Fuel Theft  
Reducing Diesel Bills for \$950 Truck/Month  
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## 10 Secret Negotiation Steps To Get Better Fuel Card Deal

1. Start Negotiating with minimum 3 different Fuel Card providers and tell all of them that you are negotiation with other companies as well.
2. Start negotiating process 3 months before you want to start using the service.
3. Ask all of them for the official business proposal/quote which you can print.
4. Show printed quotes to other companies and force them to beat that quote.
5. Play hard to get.
6. Don't answer phone calls/emails immediately and when you do tell them you had meeting with their competitor.
7. If you have a fleet of 10 truck for example start negotiating for 3 fuel cards only. When you get a final quote tell them that you are willing to increase the number of truck for even better quote.
8. Ask for special deal closing one time bonus. All of Fuel Cards have it and they can grant it to you.
9. Ask them what is their budget for client acquisition and tell them you demand massive discount
10. Watch or details in contract such as: cash advance fee, cash back bonus, fueling fee. contract duration, contract termination terms.