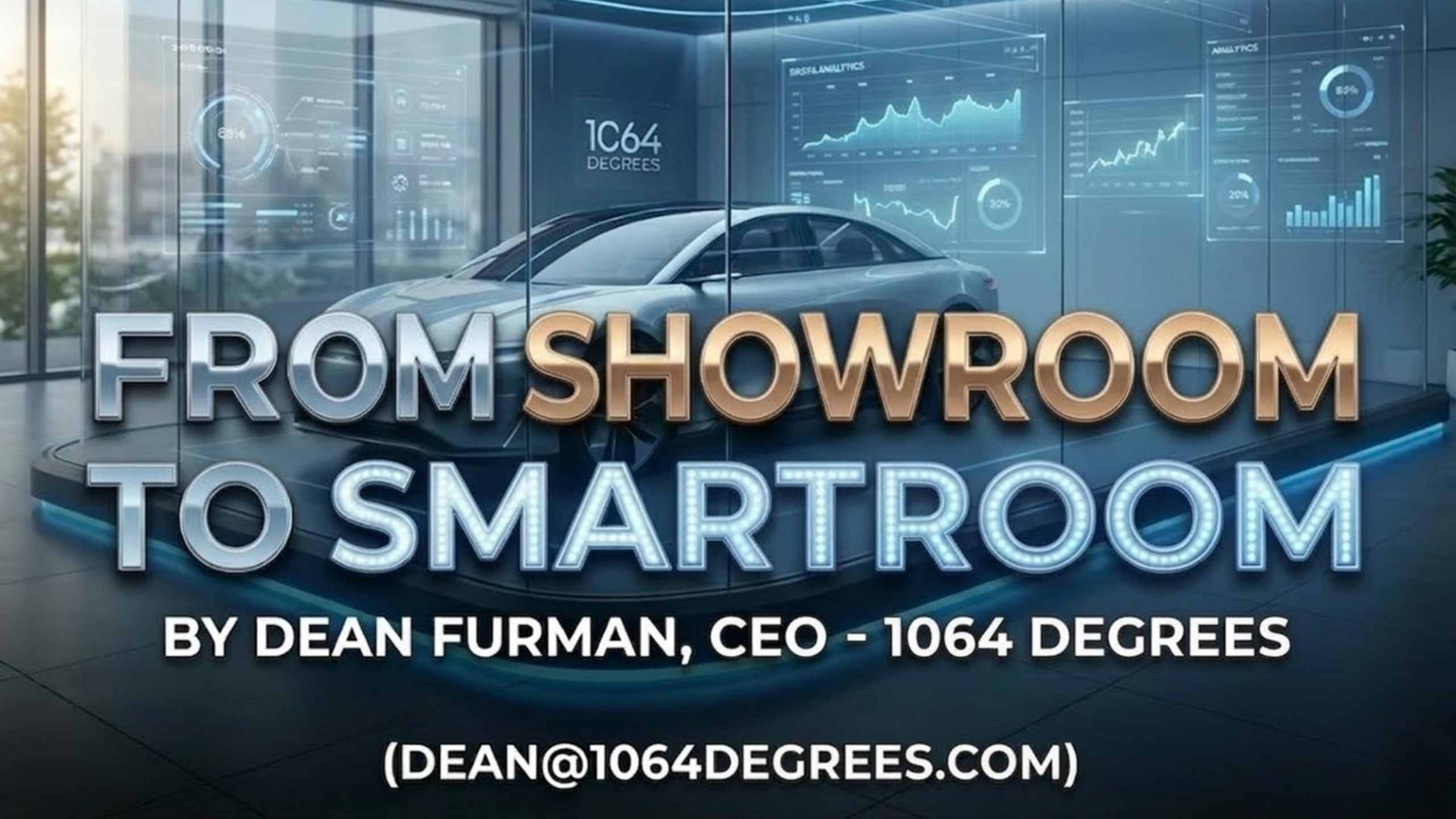


The background image depicts a modern, high-tech car showroom. A sleek silver sports car is positioned on a circular, illuminated platform. The walls and ceiling are composed of large glass panels that reflect and display various digital data visualizations. These include line graphs, bar charts, and circular progress indicators, all rendered in a blue and white color scheme. The overall atmosphere is futuristic and data-driven.

FROM SHOWROOM TO SMARTROOM

BY DEAN FURMAN, CEO - 1064 DEGREES

(DEAN@1064DEGREES.COM)











AI

A. I. PLATFORM

MODENA - ITALY











ChatGPT



Claude



Gemini



Grok



Copilot



deepseek

Enhancing your Sales Skills



A FORMER FBI TOP HOSTAGE NEGOTIATOR'S FIELD-TESTED TOOLS
FOR TALKING ANYONE INTO (OR OUT OF) JUST ABOUT ANYTHING

NEVER SPLIT THE DIFFERENCE

NEGOTIATING AS IF
YOUR LIFE DEPENDED ON IT

CHRIS VOSS

WITH TAHL RAZ

READ BY MICHAEL KRAMER



what are the top insights from the book "Never split the difference"?

Never Split the Difference by Chris Voss is based on FBI hostage negotiation techniques applied to business and everyday conversations. The core idea is that negotiation is mostly emotional, not logical. People make decisions based on feelings and then justify them with logic.

Here are the most important insights and tools from the book.

1. Negotiation is about emotions, not logic

Most people think negotiation is about rational arguments and numbers. Voss argues the opposite. People first react emotionally and only later rationalize their decisions.

The practical implication is that you should focus on understanding how the other person feels rather than trying to out-argue them.

If someone feels understood, they become far more flexible.

2. Tactical empathy is your most powerful tool

Empathy in negotiation does not mean agreeing. It means showing that you understand the other person's perspective.

You do this by acknowledging their situation, pressures, fears, and motivations.

Example:

"It seems like you're under pressure to keep costs down."

This lowers defensiveness and builds trust.

3. Use "mirroring" to get people talking

Mirroring means repeating the last one to three key words someone said.

Example:

Person: "The budget is very tight this quarter."

+ Ask anything



+ Ask anything



Company knowledge

All right, so I'm walking in, and I'm eyeing that Tiggo 8. Maybe I'm skeptical about reliability, maybe I'm wary of the brand—whatever it is, I'm not convinced yet. So go ahead, greet me, and let's see how you win me over!



Utilizing AI's Image Capabilities









[+ Follow](#) [...](#)

with 300Nm of instant torque, and up to 625 km of range*, new [#Renault](#) [#Scenic](#) [#ETech](#) [#electric](#) is the perfect combination of performance and driving pleasure

learn more about new Scenic E-tech here: <https://lnkd.in/gdw4bBsC>

*Up to 625 kilometres range figure is based on the techno long range variant. Range figure is based on WLTP (Worldwide Harmonized Light Vehicle Test Procedure) static laboratory combined average city and highway cycle test.



• Lead with the benefit, not specs. Start with what the driver experiences: instant torque numbers.

+ Ask anything



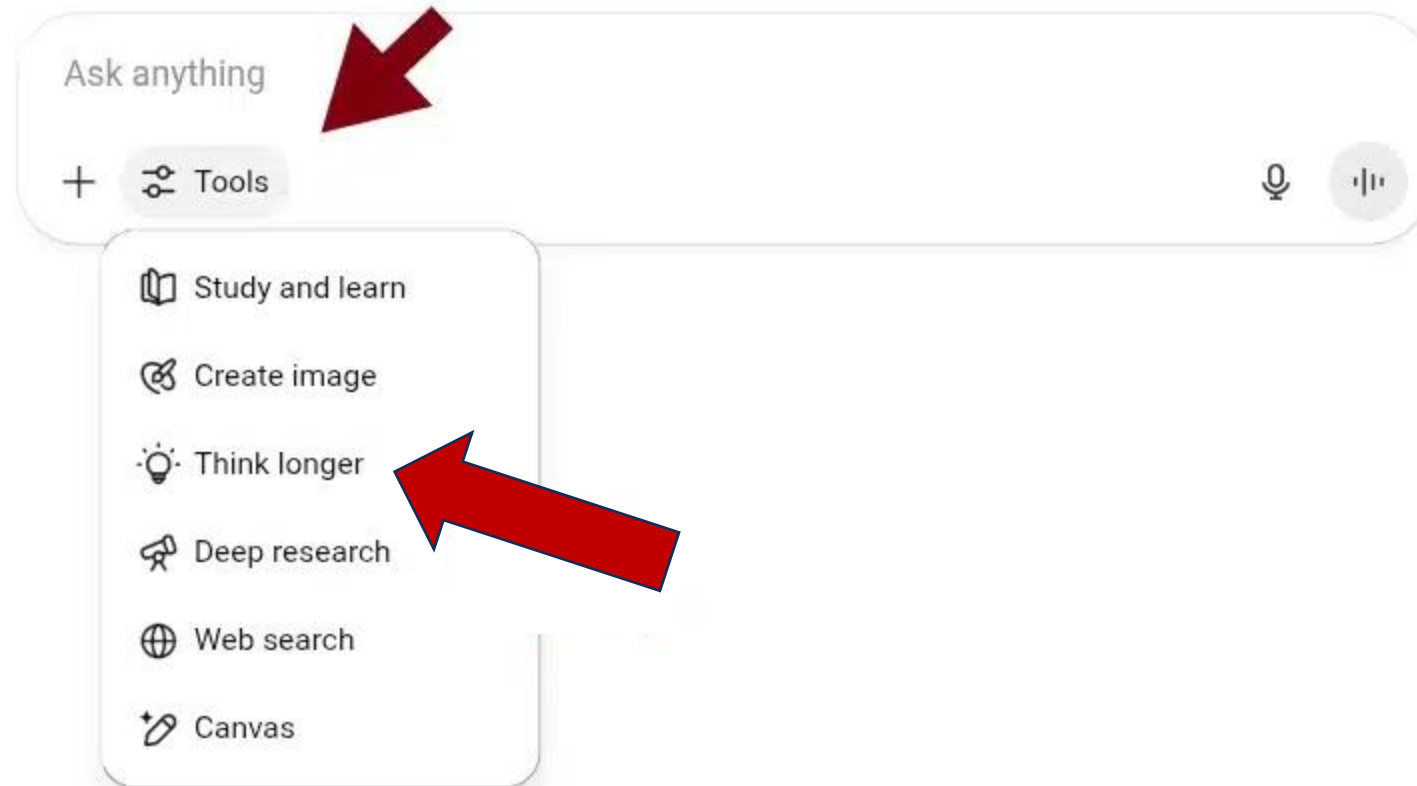
Enhancing your Strategic Thinking

What can I help with?

Ask anything

+ Tools

- Study and learn
- Create image
- Think longer
- Deep research
- Web search
- Canvas

The image shows a user interface for a chatbot. At the top, there is a large text input field with the placeholder text "Ask anything". Below this field, on the left, is a plus sign icon followed by a button labeled "Tools". On the right side of the input field are a microphone icon and a voice transcription icon. A dropdown menu is open below the "Tools" button, listing six options: "Study and learn", "Create image", "Think longer", "Deep research", "Web search", and "Canvas". Each option is preceded by a small icon. A red arrow points from the top right of the input field down to the "Tools" button. Another red arrow points from the right side of the dropdown menu to the "Think longer" option.

AI IQ Test Results

Mensa Norway IQ Scores (Average of last 7 tests)

[About Offline Test](#)

[About Mensa Norway](#)

Reset

Show Offline Test

Show Mensa Norway



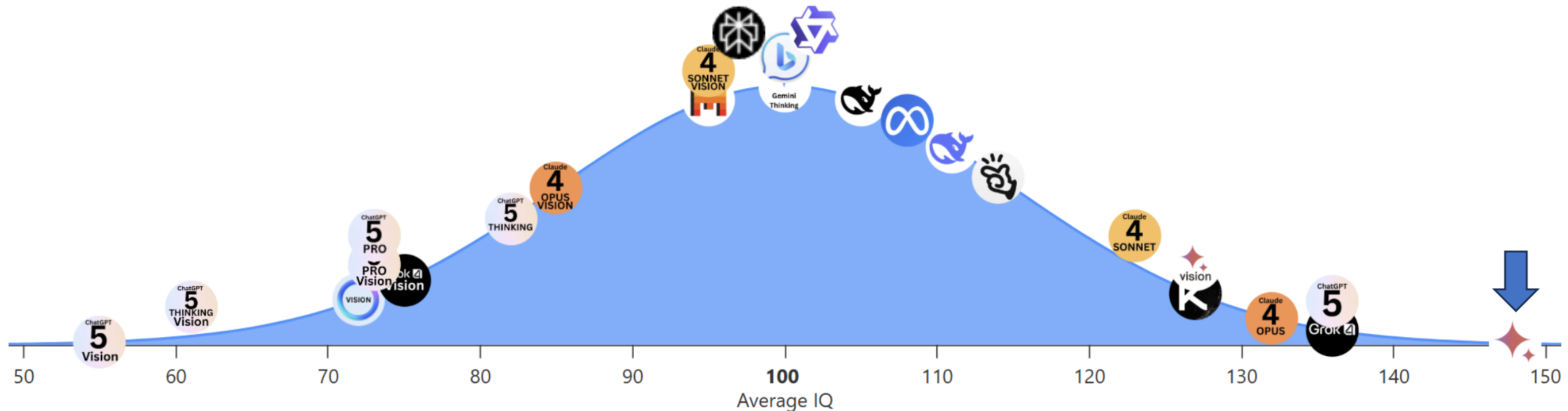
Vision Only

Vision Only

TrackingAI.org

Mensa Norway quiz

A MaximumTruth.org Project



Kimi K2.5	Mistral Medium 3.1	Gemini 3.1 Pro Preview (Vision)	Gemini 3.1 Flash Preview
Gemini 3.1 Pro Preview	Bing Copilot	Manus	Qwen 3.5 Max
Claude-4.6 Opus	Claude-4.5 Sonnet (Vision)	Claude-4.5 Sonnet	Claude-4.6 Opus (Vision)
Llama 4 Maverick (Vision)	Perplexity	DeepSeek V3	DeepSeek R1
Llama 4 Maverick	Grok-4.20 Expert Mode	Grok-4.20 Expert Mode (Vision)	OpenAI GPT 5.3
OpenAI GPT 5.4 Pro (Vision)	OpenAI GPT 5.4 Thinking (Vision)	OpenAI GPT 5.3 (Vision)	OpenAI GPT 5.4 Pro
OpenAI GPT 5.4 Thinking			

M1Y L1H1F1E

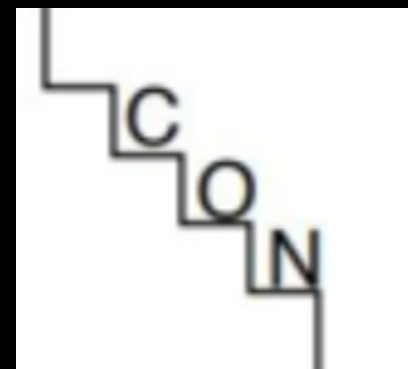
Get it
Get it
Get it
Get it

Try $\frac{\text{stand}}{2}$

TIMING
TIM ING

1	3	5	7	9
WHELMING				

WwoOIOfL



Gemini



Hi Dean
Where should we start?



Solve these

+ Tools

Thinking >

- Create image
- Create video
- Write anything
- Help me learn
- Boost my day



LLM Optimization



GREG ISENBERG ✓

@gregisenberg

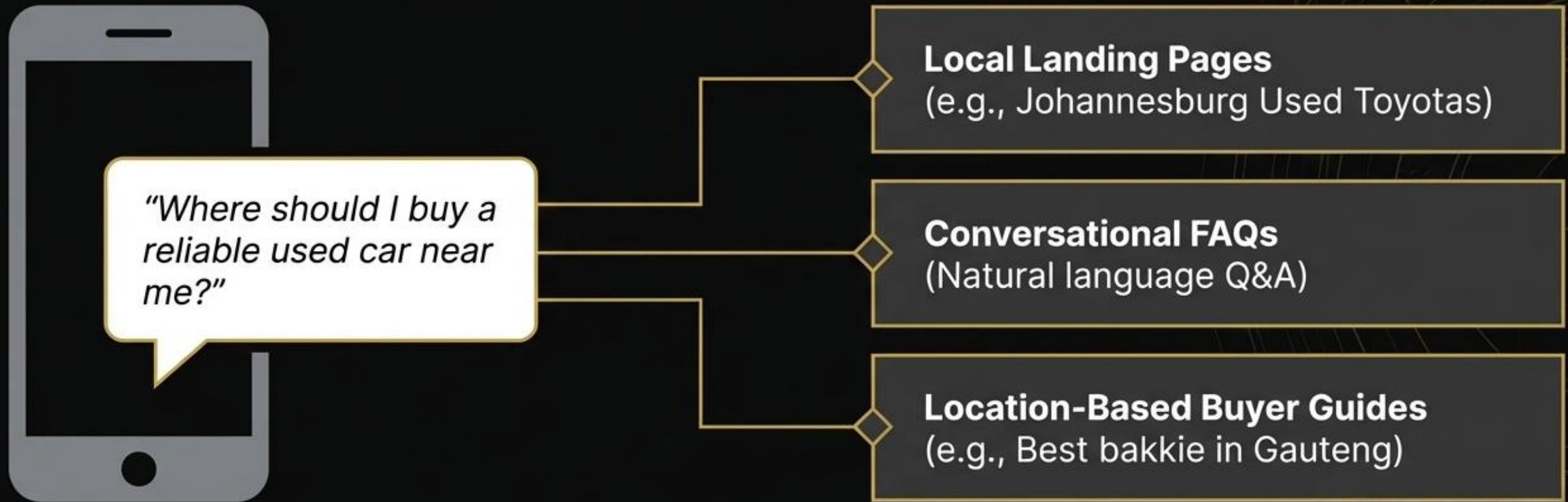
our kids will think we were crazy for using Google for 20 years

"so you typed a question, got 100000 blue links gamed by SEO agencies, opened 11 tabs, skimmed each site, pieced together an answer, and repeated this process 20 times a day?"
they'll think we were digital cavemen.

Traditional SEO relies on fragmented keywords; AI Search demands conversational synthesis.

Dimension	Traditional SEO	AI / Answer Engine (AEO)
User Input	Fragmented Keywords (buy used BMW)	Natural Conversation (What should I check before buying a used BMW near me?)
Engine Output	10 Blue Links	Synthesized Direct Answers & Citations
Content Focus	Generic Marketing Pages	Specific Answers & Deep Comparisons
Success Metric	Ranking Position #1	Being the Cited Authority

Mirror natural human conversation to capture high-intent local queries.



Takeaway: The lower the friction between the AI's natural language processor and your content, the higher your recommendation rate.

Translate your visual website into machine-readable structural code.



If the AI has to guess what your page is about, it will bypass you for a competitor whose data is explicitly structured.

The AI Knowledge Graph builds authority from third-party ecosystem signals.



Takeaway: AI assistants pull information from across the web. The more credible sources that mention your dealership positively, the stronger your digital authority and recommendation rate.

Mass reputation signals and sentiment analysis act as the ultimate trust multiplier.

AI Query Input:

Which dealership in JHB is trustworthy?



Bought a used **Hilux** here. Incredible **transparency** and great service.

Most **trustworthy BMW dealer in Johannesburg.**

Actionable Tactics

- Scale authentic review footprint across Google, Facebook, Cars.co.za, and forums.
- Coach customers to mention specific vehicle models to feed the AI context.
- Respond professionally to every review to generate positive engagement signals.

The immediate action plan for the AI-Driven Dealership



Audit & Build: Replace generic pages with conversational FAQs and specific buyer comparison guides.



Localize Syntax: Inject natural, location-based conversational phrasing into landing pages.



Deploy Code: Implement comprehensive Dealership, Vehicle, and Price Schema.



Expand Footprint: Maximize presence on AutoTrader, Cars.co.za, and local automotive media.



Optimize Trust: Train staff to prompt reviews that mention specific vehicle models and service quality.

Become the most useful local source of car-buying advice, not just an inventory list.

Using AI Safely

KITCHEN
PRIVATE



**I KNOW NOTHING,
I'M FROM BARCELONA!**

**I KNOW EVERYTHING,
OR AT LEAST I'LL MAKE
YOU THINK I DO.**



tell me the top five jokes said by comedians

Here are five famous, widely loved jokes from well known comedians. These are classics that often come up in best of lists and live shows.

1. Jerry Seinfeld

"Why do they call it rush hour when nothing moves?"

Simple, observational, and instantly relatable. Very Seinfeld.

2. Groucho Marx

"I refuse to join any club that would have me as a member."

A sharp joke that still gets quoted decades later.

3. Mitch Hedberg

"I used to do drugs. I still do, but I used to, too."

One of the most iconic one liners in modern stand up.

4. Rodney Dangerfield

"I told my wife the truth. I told her I was seeing a psychiatrist. Then she told me the truth. She was seeing a psychiatrist, two plumbers, and a bartender."

Classic self deprecating humor that made him famous.

5. Chris Rock

"There are two types of people in the world. People who like Neil Diamond, and people who do not like Neil Diamond. My ex wife loves him."

Dry delivery, personal edge, and a perfect punchline.

What can I help with?

+ Ask anything



 Add photos & files

 Add from Google Drive

 Company knowledge

 Create image

 Deep research

 Web search

... More



 Company knowledge

tell me the top five jokes said by comedians

Here are five classic jokes from stand-up comedians that have become widely shared over time. These come mainly from iconic one-liner styles and legendary comic voices: [Pleated Jeans +2](#)

1. **Henny Youngman** "Take my wife please." Youngman was famous for rapid one-liners, and this simple punch line became one of the most quoted in comedy history. [Wikipedia](#)
2. **George Carlin** "Think of how stupid the average person is and realize half of them are stupider than that." Carlin's blend of wit and social insight made this observation memorable. [Golden Era Vibes](#)
3. **Mitch Hedberg** "I bought a doughnut and they gave me a receipt for the doughnut. I don't need a receipt for the doughnut." Hedberg's absurd perspective on everyday life is classic. [The Retro Radar](#)
4. **Steven Wright** "If at first you don't succeed then skydiving isn't for you." Wright's deadpan delivery turned surreal logic into laughter. [standupcomedy...](#)
5. **Bob Hope** "A bank is a place that will lend you money if you can prove that you don't need it." Hope's timeless quip about irony in everyday life captures his witty persona. [Kizzal](#)

If you want more from specific comedians or themes (clean, dark, or crowd

     ...   Sources

 Kizzal

20 Timeless One-Liners From Comedy Legends – KIZZAL

August 2, 2025 — Ricardo Liberato/Wikimedia Commons
A delightful blend of one-liners planted between sight ...



What can I help you with?

Search the internet, and.....



Tools



 Hi Dean

Where should we start?

Search the internet, and|



Tools

Fast 



Google



 AI Mode



Google Search

I'm Feeling Lucky

The background is a dark, space-like environment filled with glowing blue and orange circuitry, light streaks, and particle effects, creating a high-tech, digital atmosphere.

Data Protection

New chat

Search chats

Library

Apps

Codex

GPTs

Beverage Finance Assistant

Data converter

Social Media Strategist

deanfurman1985@gmail.com +

Add teammates

Workspace settings

Personalization

Settings

Help >

Log out

Dean Furman
1064 Degrees

Invite team members

ChatGPT 5.2 ▾

+

Ask anything

Company knowledge



Data controls

General

Notifications

Personalization

Apps & Connectors

Schedules

Data controls

Security

Account

Improve the model for everyone

Off >

Remote browser data

On >

Shared links

Manage

Archived chats

Manage

Archive all chats

Archive all

Delete all chats

Delete all

ChatGPT



Microsoft
Co-Pilot



AI Beyond GenAI



AI BDC for Dealerships: Every Lead Answered, Every Time

Your AI BDC responds to internet leads in 8ms, schedules test drives, confirms service appointments, and pre-qualifies trade-ins 24/7—for **\$9.99/hr**. Augment your team with always-on coverage.

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+47%

More Appointments Set

~8ms

Lead Response Time

-90%

Cost vs Human BDC

+33%

Show Rate Improvement



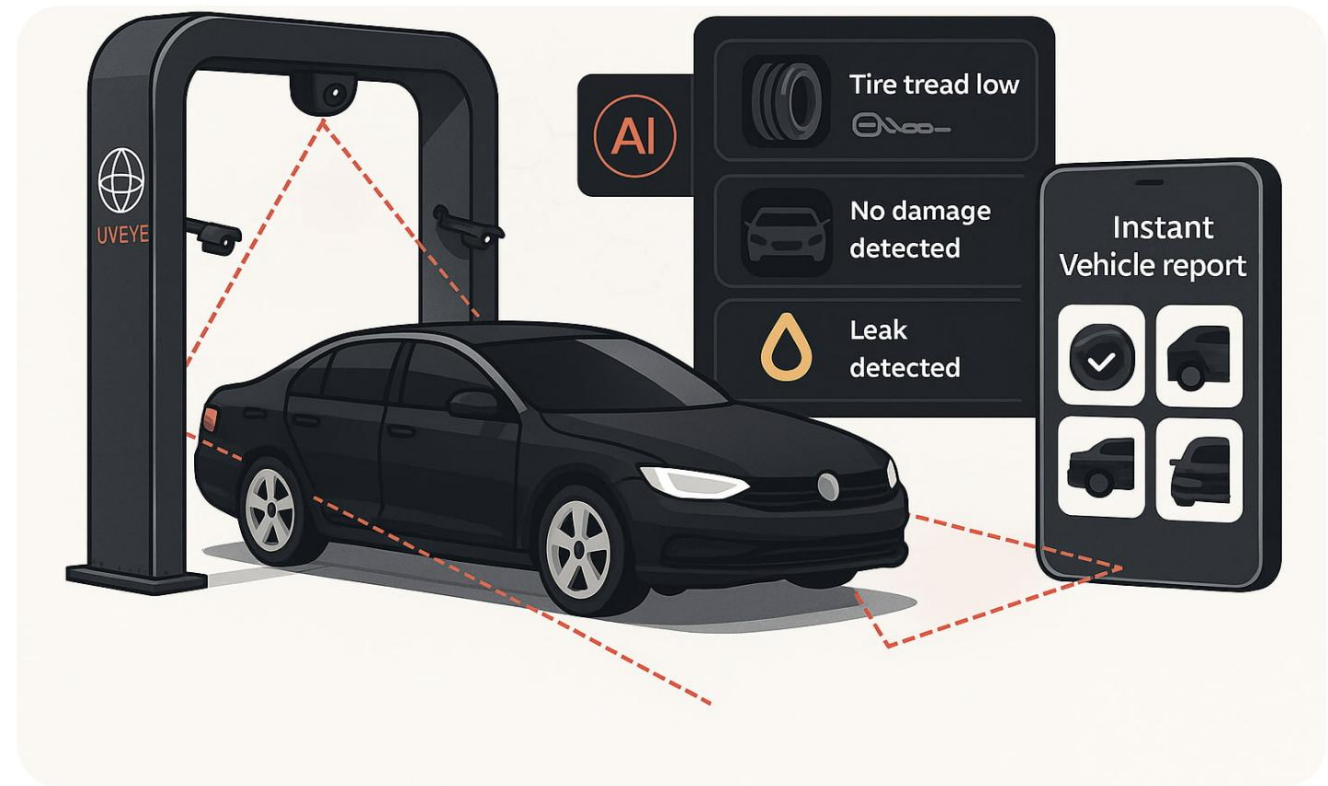
Call Now





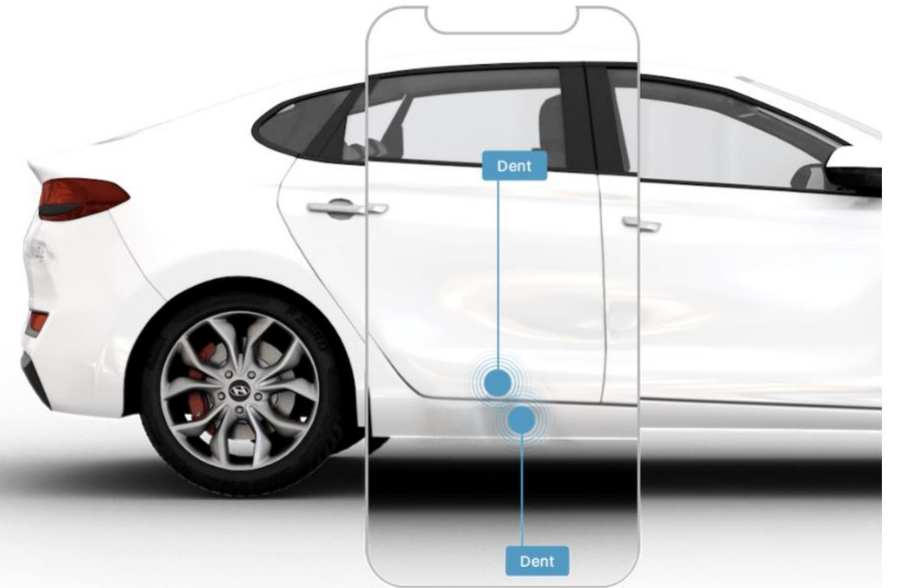
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A futuristic silver car is displayed in a smart showroom. The background features a large glass wall with various digital overlays, including a line graph, a bar chart, a pie chart, and a temperature gauge. The text "FROM SHOWROOM TO SMARTROOM" is prominently displayed in the center, with "SHOWROOM" in gold and "TO SMARTROOM" in blue. Below the title, the author's name and company are listed, followed by a contact email address.

FROM SHOWROOM TO SMARTROOM

BY DEAN FURMAN, CEO - 1064 DEGREES

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