

The Art of Barter: How to Trade for Almost Anything

By Karen Hoffman, Shera Dalin

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Just because you don’t have cash doesn’t mean you don’t want and need things. According to authors and business gurus Karen Hoffman and Shera Dalin, it’s time to get a little creative. Most people have a skill they can use—it’s just a matter of figuring out what that is and how to use it to get something else. From piano lessons in exchange for haircuts to an engine tune-up in exchange for house painting, *The Art of Barter* offers step-by-step instructions in:

- Determining your “tradable” skills
- Initiating a trade
- Figuring out a fair exchange
- How to close a deal
- Incorporating barter into everyday life

In addition, the book is peppered with inspirational ideas on how to use barter in today’s tough economic world.

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Editorial Review

Review
“In these difficult economic times, readers will benefit from consulting this very practical book. Recommended.” (***Library Journal***)

About the Author
Karen Hoffman has twenty years of experience in the barter industry. She was a member of the Pay It Forward Foundation featured in the Kevin Spacey film *Pay It Forward*, and executive director of the International Reciprocal Trade Association. She lives in St. Louis, Missouri.

Shera Dalin is a business journalist and has edited several business books. She is an adjunct professor of journalism at St. Louis University and lives in St. Louis, Missouri.

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