



MR. SMITH: **I'll tell you what I'm going to do.** I'm going to give you a break on rent if you sign a two-year lease instead of just a one-year lease.

MR. BROWN: Well, I don't know. What sort of break are we talking about here?

MR. SMITH: I'll give you a 5% rent increase instead of a 10% increase if you sign the two-year lease. It's a win-win situation: you get a cut in rent, and I get the security of a two-year lease.

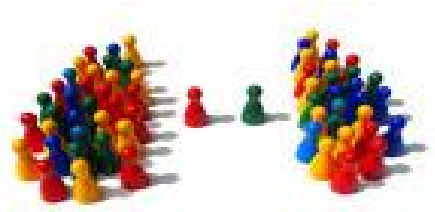
MR. BROWN: *(At this point, I decided to make a counter-proposal.)* **How about this,** you give me a one-year lease with a six percent increase.

MR. SMITH: **No, I can't make that sort of deal** but here's what I can do, and it's my final order. I'll pay your electricity for the first six months of the lease, along with the other terms I mentioned before.

MR. BROWN: **You drive a hard bargain!** Okay, it's a deal. *(I guess I could have tried to bargain him down a bit more, but I was happy with our agreement. Now all I had to do was sign on the dotted line.)*

USEFUL EXPRESSIONS

***I'll tell you what I'm going to do. – use when stating the demands in an agreement**



***How about this? – giving suggestions**

***No, I can't take that sort of a deal. – disagreeing with the negotiations**

***You drive a hard bargain. – expressing a difficult negotiation**

LET'S TALK

- 1. Have you tried dealing with a difficult negotiation?**
- 2. When can you say that the deal is a good one?**
- 3. Suggest some tips on how to be able to have a good deal.**

ACTIVITY

@Imagine that you are selling your old Sedan model 2004. You are talking to a buyer who wanted to have your price lowered because it's not a brand new car.