

**"I'll tell you what I'm going to do," he said.  
"I'm going to give you a break on rent if you sign a two-year lease instead of just a one-year lease."**

**"Well," I said, "I don't know. What sort of break are we talking about here?,""**

**"I'll give you a 5% rent increase instead of a 10% increase in exchange for you signing a 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.,"**

**At this point, I decided to make a counter-proposal. "How about this," I said, "You give me a one year lease with a six percent increase.,"**

**"No, I can't make that sort of deal," he said. "But here's what I can do, and it's my final offer: I'll pay for your electricity for the first 6 months of the lease, along with the other terms I mentioned before.,"**

**"You drive a hard bargain okay, it's a deal," I said. 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.**