a having had a chance to [look more carefully] ...

b in all honesty ...

c drawing on [our team's / my personal] experience ...

d to be perfectly frank, ...

e keeping your best interests in mind, ...

f [I / We] would rather discuss this face to face

Expressing honesty
If the truth be told, [I can't blame you]. 1 _____, [we agreed to more than we can provide]. 2 _____, [we got carried away].
Explaining your business ethic
[I / We] like to be fully transparent [especially when we make mistakes]. 3 _____ [which is why we called this meeting].
Reassuring the client
Putting you first, [we think our idea will make life easier for everyone]. With your needs always being our first priority, [we have come up with an excellent alternative]. 4 _____, [we've devised a more streamlined experience].
Showing reflection / further analysis
After careful consideration, [we have decided to make some important changes]. On further thought, [we would like to revise some aspects of our initial agreement]. 5 _____ [at the logistics of the original agreement] ...
Emphasising experience
Having been in the business for a number of years, [we understand this market well]. 6 _____, [perhaps an alternative would be better].

LIVEWORKSHEETS