

Negotiating a Deal

trim a little bit off happy to chat understand your concern discuss the quote that's pretty steep



Hi, thanks for **1** (meet) me today. I wanted to **2** you gave us for the project.



Of course, **3** What's **4** your mind?



Well, the price seems a little **5** We **6** (think) it requires **7** hours as you are quoting.



I **8** , but we believe the quote is fair **9** the scope of work involved. That being said, we might be able to **10** of what we quoted.



Can you do better on what you **11** (quote) us for labor?



How **12** additional 3% discount?



go to bat for you stumbling block thanks for being flexible meet me halfway



13 , but we **14** (hope) for something closer to 12%.



Oh, **15** ! There are too many **16** costs that are **17** our control.



Can you **18** at 6%?



I think that **19** be doable if it's the only **20** I can't make **21** promises but I'll definitely **22**



23 I think we **24** (both be) extremely flexible. What are you thinking?



I **25** (agree), we're doing what we can to **26** Give me some time to talk things **27** with our upper management. I hope to have more good news for you in a **28** days.



Sounds good. **29** , and we **30** (be) in touch soon.

thanks for your understanding that's all I can ask make this work