

Lesson 86: Negotiation 2 (Selling Products and Services)

By Xandra

1. Dialogue

First, repeat after your tutor. Then, practice each role.

Mayumi works for a cosmetic company. She is showing some skin care products to a group of ladies. Ms. Deluca is one of the audience. Mayumi called on Ms. Deluca to test the Wrinkle Eraser Cream.

Mayumi: As you can see, ladies, after applying the Wrinkle Eraser Cream, you can immediately have a younger-looking skin.

Ms. Deluca: Wow! The lines on my forehead are gone. But isn't this product expensive?

Mayumi: You may think it's expensive, but you can use it for a long period of time. One bottle can last for 6 months.

Ms. Deluca: Oh, that seems reasonable.

Mayumi: There's a Wrinkle Eraser for men, too. If you get one bottle for yourself, you can buy a Wrinkle Eraser for your husband at 50% off.

Ms. Deluca: That's really tempting.

Mayumi: (Whispers to Ms. Deluca...) I'll also give you a free sample of the hair grower. Don't tell the others about it, because I only have a few samples **on hand**.

Ms. Deluca: I'll buy one bottle and one for my husband too.

2. Today's Phrase

First, repeat after your tutor. Then, make a few sentences using Today's phrase.

1. (Store owner) How many bags of rice do we have **on hand**?
2. A: I'd like to order 5 boxes of Fuji apples. B: I'm sorry, but we only have 2 boxes **on hand**.
3. When I travel, I always keep some U.S. dollars **on hand**.

* **on hand** / 手元に

3. Your Task

You work for a tour company. A client (=your tutor) called your office and has asked about a group tour to the Philippines. Tell him about the package tour to Cebu Island where they can enjoy scuba diving, surfing and island hopping. Tell him that your company has a promotional price for this tour right now, and that it will only cost \$400 per person, instead of the regular price of \$550. You should mention that this fee includes hotel accommodation, and the scuba diving gear will be provided free of charge.

4. Let's Talk

Talk about some tips on how to be a good seller.

Do you like selling? Why or why not?

What would be some useful information to mention when selling a car?

5. Today's photo

Describe the photo in your words as precisely as possible.



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