

Garage Sales: The Early Bird Gets the Worm!

Conversation #1

You: Excuse me, how much is this CD?

Owner: The prices are all marked.

You: If I buy three CD's, **would you give them to me for \$10?**

Owner: **You drive a hard bargain.** Okay.

Conversation #2

You: Excuse me, **how much do you want for this lamp?**

Owner: **Make me an offer.**

You: **How about \$15?**

Owner: \$15! That lamp is **one of a kind!**

You: Well, what do you want for it?

Owner: I'd take \$30.

You: How about the lamp and this box of cards for \$30?

Owner: Fine.

Conversation #3

You: Excuse me, **would you take \$20 for this chair?**

Owner: No, **the price is firm.**

You: Well, it says \$40, but they sell these new at Ikea for about that price.

Owner: Those aren't the same quality as this one.

You: **Would you take \$30?**

Owner: \$35.

You: All right. **It's a deal.**

Conversation #4

You: Are you the owner?

Owner: Yes.

You: I'm interested in this TV.

Owner: It's in **perfect working order.** Sells for \$400 new.

You: Why are you selling it?

Owner: My girlfriend has a 27" TV. We don't need two.

You: It says \$200 or best offer. **Would you take \$125?**

Owner: No, **we wouldn't go below \$150.**

You: Can I give you my name and number and if you don't get a better offer, you could give me a call?

Owner: Sure. Go ahead.

Conversation #5

You: They want \$100 for this CD player.

Your Friend: That's too much. Offer them \$40.

You: Hey, would you take \$40 for this CD player?

[Owner walks away.]

You: Hello? Would you take, uh, [to friend] He walked away....?