

thing regarding the location—availability, accessibility, safety, protection, etc. Number two is the security situation. There are a whole bunch of questions in each of these categories. Number three, the utility situation—lights, water, etc., where do they get'm & what do they cost, including your telephone.—All utilities & all about them. And after you find out all those necessities, then you can talk about Number four, house accommodations—what's the house got? How many rooms & how many of this & how many of that? Exactly what are the accommodations & what's the situation?

17. Maybe you shouldn't even ask about gardening because you can always just refuse to pay the gardener if he decides to tack that on after you move in. You can say, "Hey, listen, we didn't ask for a gardener, we'll do our own gardening, forget it!" Some places you just refuse afterwards because you already made your deal & you're in & those are things that he is going to pay for anyhow, whether you do or not. He's got to take care of his property & you know that & he knows it, so he's got no leverage once you're in.

18. So after you've found the right location & the right security situation, utilities situation & what the accommodations are, then you can think about the price! "What's the price, what are the terms, what do I have to do" & all that stuff. Then if you're interested, he makes his first asking price & you make your first offer. But don't make an offer unless you really plan to go through with it, in case he accepts it! Don't make an offer unless you're actually interested & you're making a solid offer you intend to keep!—And make it low enough it'll take a miracle for him to accept it.—Especially if you don't like the place too well, make it plenty low where it would really have to be a miracle, a sign from God to take it!

19. No matter what the house looks like or how wonderful it is, if it hasn't got utilities & good water & electricity & telephone, forget it! I'd rather have a cabin with good water & electricity & telephone than a mansion without! That's why I say ask about utilities next!—That's the next most important thing. After your location & your security situation, then start asking about utilities. There's no point in even looking at houses, no mat-

ter how nice they are, if they've got lots of utility problems & no telephone! So besides location & security situation, utilities comes next on the list.

20. And after that the accommodations—just what does the house have in the way of accommodations etc.?—And that includes whether it's furnished or unfurnished, how much room does it have & how many bathrooms has it got, how many toilets does it have & how much yard does it have for the children to play in, the pool & all the rest in the way of accommodations. That's way down, fourth on the list, but don't forget it.

21. First of all you want to find out where you want to be, next you want to find out how secure it is going to be, & third you want to find out if you're going to be able to live there—water, lights, food, telephone, how close to the store, how expensive are the groceries etc.

22. You need to shop around & see what the close-by shopping is, so you don't have to go to the big town every time you want to buy a little grocery item or a loaf of bread! Go & price the staples—if you have to, buy them, don't just stand around pricing them—buy an armload of groceries, it won't hurt. Buy a loaf of bread, a box of milk, a sack of rice, things which you consider staple foods that are things you always need & will always be buying regularly & need often, & you don't want to have to run all the way to the big city for. Buy a nice big sackful or boxful of groceries & bring'm home with you.

23. If you're not concerned about prices, you're not a good man to go shopping! That's a must now, remember that. If you're willing to pay anything for anything, well, that's not a good shopper! If you don't care what you pay for it, that's not good shopping. And if you don't know what the price was, you must not have been that concerned about it. So do a little shopping before you come home. Find the biggest & best market nearby and see what they've got and bring home a load of groceries.

24. So check the utilities, the accommodations & then the last thing is the terms. And remember, even the price sometimes is not as important as the terms. The higher price can sometimes be better at lower, easier terms. For example, if the guy is going