

to stick to his \$\_\_\_\_-a-month & absolutely refuse to come down any further, say, "OK, a month at a time." You wouldn't mind paying \$\_\_\_\_-a-month if you only had to pay it monthly, right? So the terms have a lot to do with it. If he'll come down to \$\_\_\_\_, okay, we'll up our final offer to first & last two months in advance, a six-month contract. We don't want anything longer than a six-month contract because we don't know that much ahead of time.

**25. Ok, that's about the last thing on a place, when you start dickering for the price.**—Because unless you're satisfied on all these other points, there's no point even discussing price. If it hasn't got a good location, security, utilities & sufficient accommodations, then why worry about the price? It's got to have all that. You've got to have the right location, you've got to have security, you've got to have utilities & you've got to have sufficient accommodations, & if it hasn't got that, you don't want it at any price!

**26. But then when you start discussing prices, he starts with his asking price, you start with your offering price, & if he won't come down in price then he's got to come up on terms.** And if the terms are easy enough, you might be willing to pay his price, OK? Now all those things are things you've got to remember when you're looking for a house!—Amen? **GBAKY bargaining!**—In Jesus' name, amen! (See also HH Checklist, FN 57, Pg. 68)

## **MORE ON BARGAINING!**

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—Jewels From Dad on Bargaining!

**1. That's not the way to bargain, to let'm know you're so thrilled with the place & you like it so much!** The Bible tells you how to bargain. Can you quote the Scripture? (Peter: It says, "The buyer says, it is naught, it is naught."—Pro.20:14.) "It is naught, it is naught!" In other words, he belittles the merchandise & says it's not worth it! (Peter: But then he goes forth & boasts about the good deal he gets!) Yes, he goes away & he boasts that he really got a bargain! Well, that's the only way to get a bargain,



you have got to walk through & pick out all the flaws & make a bunch of complaints: "Well, look at the mess this place is in, ratty & rundown" & all that, & act like you don't like it. Whereas, if you start raving about it, of course they're going to up the price! They didn't think it was very much until you came along & you convinced them it was really good!—Ha! That's not the way to bargain. You need to be a hard-bargaining, critical old Jew like me! Don't get over-enthused about it, but run it down from what the guy's trying to sell you! On the other hand, don't be so critical you can't see anything good in it. That wouldn't be honest either & if you really want the place you've got to see something good in it, since most landlords want people in their house who will appreciate it & like it enough that they'll want to take care of it.

**2. Let me tell you, Jews are experts at no sale!** I mean, any Jew who's easily sold is no Jew. They're tough customers, they'll tell you everything is wrong with it & why they don't like it etc., & you've gotta do the same! There's just one thing they almost cannot stand, & that's not to make a sale at all, & I found this out as just a young kid. Now you guys have gotta learn how to do that