

because it's also a typical Oriental style of bargaining.

3. **Never think about buying anything for the first asking price!** That's just their starting point & you haggle & you bargain & you argue. They can really get almost violent sometimes, but they can't stand to see you walk out the door without making a sale! You'll have a hard time getting out of any Jewish store without them making a sale no matter what it costs them! It's just against their Jewish blood not to sell, whatever!—But it's just as much against their Jewish blood to buy! They are born salesmen but they are tough customers!

4. **Don't ever pay the asking price, they don't expect you to!** You're not being mean or selfish or tight or anything by not paying the asking price, you're just being a good Oriental, that's all! If you start off by just paying what they ask you to, they'll just figure you're a fool & they lost half the fun of selling—the bargaining & the argument & the haggling!

5. **Where do you think they got that expression, anyway, "to jew him down"?** Some of you guys need to learn that, 'cause you've gone in & the real estate man's given you a certain price & he didn't even expect you to take it, he expected you to come down. They always pad it a little bit & expect you to say, "Oh no, it's nothing, it's nothing, it's not worth it! No, no, no!"—But they can't stand to see you go out the door!—That is if they're Jewish, & apparently Orientals are the same, like the Arabs!

6. **In bargaining the seller starts at the top & the buyer starts at the bottom & you keep working back & forth like a seesaw until finally you meet someplace in between!** Don't ever pay the asking price for a house or anything! If you're buying in a shop & they tell you the price, what they hope you're dumb enough to pay, some real bargainers are really disappointed if you don't fight for it! So you look at it & size it up & you decide on what you're willing to pay, what you think it's worth. You hear his price & you figure what it's really worth. You know it's worth a lot less than what he's asking, maybe half as much, & then you offer something below that, below what you're willing to pay. Don't start where you are willing to pay, start way below. In some stores, hardly anything is marked with prices. They start at the top, you start at the bottom, & you final-

ly get together & they really enjoy the sport!

7. **You business people are going to have to learn how to operate with these people, let me tell you!** It's the Jews, Indians & the Orientals who run the business all over the World!—And they didn't get that way by letting suckers push'm around, they pushed the suckers around!

8. **(Are you a good bargainer & salesman for Jesus?—Missionaries must be good salesmen, & you've got the biggest bargain ever!—God's free Salvation!—"Sell" it!)**

"FILL UP YOUR HEART!"

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1. **My Grandfather was an orator of the old school, a great writer, great teacher, preacher & lecturer, & he really knew the language & he knew his grammar & his style & his oratory. He was an artist at it. And whenever he made a speech or a lecture, he never used a note!**

2. **So I asked him one time, "Grandfather, how do you do it? How are you so fluent, & you cover all these points, & sometimes in a one, two, three, four order & all this sort of thing—a very analytical lecturer—and you go on & on with all these illustrations & stories & never seem to forget anything. You're never at a loss for words, you hardly ever pause, it just pours out! How do you do it? How do you know what you're going to say? Don't you ever forget anything?" And he told me something I have never forgotten, & I thank the Lord for it, because I've used it ever since.**

3. **He said, "David, I do my studying beforehand.—I read,**