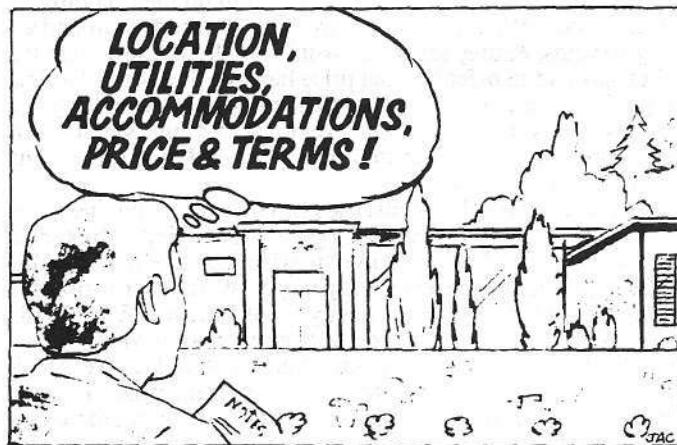


first!—Settle the price, discount, service, guarantee etc. before you go! When you're there it's too late! God help you all to be good bargainers for the Lord!—In Jesus' name, amen!

BARGAINING FOR A HOUSE!

DO 1850 4/83



1. When you have made an offer, that's your word! You have vowed a vow & you've got to live up to it even if it hurts! Now don't forget that! That's what happens in a fleece. If you made the wrong fleece, like I told you guys about that place in Sri Lanka, then you've got to stick to it no matter what. (See No.1394) It's your word as a Christian, as a righteous man, that your word means something, for our own conscience & before God! It is not right to offer somebody something or say something & then back down, except in maybe some very rare circumstance where you can't go through with it.

2. I'm giving you a little lesson on any kind of deal: You decide on what you feel led of God to make your fleece, at least your first offer if nothing else, & be prepared to stick to it!—That

if he accepts such an offer, that you're willing to stick to it.

3. You say, "Well, that's our offer!" You've just sort of got to play it by ear & see his reaction. After he's blown off steam, then he settles down on something. He may say you have to pay it all in advance, that's what he'll dicker for first of all, but he's got to set his floor & you've got to set your ceiling, & I wouldn't actually call it a fleece unless he came down close to your price & your terms, your last offer.

4. Your best chance on these things is your first time there. If you phone back, he figures you're still nibbling & you're really interested to phone back, so your best chance is to dicker & get a deal on the spot the first time around.—At least it's your best chance if you do a little bargaining & leave him with what is your semi-final offer. Then maybe if he calls you & says, "Well, I thought it over & I decided I won't do that, but I'll do this," then you have a chance to come up to your final offer & say that's as far as you go, period. So he hangs up & he has time to think that over & waits to see if you'll call back, & if you don't call back, it's obvious he lost you, so he calls you again & says, "Well, all right!" You savvy?

5. But remember, your best time to bargain for a house is on your first visit, & get all the details!—The exact telephone situation, the utility situation, the security situation, who pays the gardener etc.

6. If you can't remember all these things, then you need to make yourself a little card to brief yourself on, to refer to from your notebook. Just take out your notebook & have a list all prepared. Just be very obvious about it, write it down. Say, "You don't mind my writing this down, do you? My memory is not too good & I might forget & we need to know all the details." Have a list prepared with blanks to fill in & then you won't forget anything.

7. Make a standard checklist of everything you need to ask about a house so you don't forget anything! It needs to cover everything about the house, the exact size, location, security situation, noise situation, facilities, water, lights, utilities, telephone, pool, water source, in every respect. There are at least a half-a-dozen questions you've got to ask just about the telephone: