

"Is it a private line, how much, long distance or just local or what? How well does it work? How often does it work? Are the water & electricity reliable?"

8. He's the seller & you're the buyer so it's up to you to ask the questions! He's not going to volunteer! Ask everything about the house: "How is the plumbing? What kind of sewage disposal does it have?—Is it sewage, septic tank or cesspool? How well does it work? Any drainage problems? Any yard flooding problems?" I think that's why they got that place cheap in Peru, it seems to have a habit of getting flooded when it rains! Well, the owner wasn't going to tell them that, of course!

9. Sometimes you need to ask around, ask the neighbours or someone what the score is, ask somebody else besides the owner what the situation is in that area. Naturally, the owner is going to tell you that there are no problems & everything works fine, he's going to give it all a rosy glow! But why don't you ask a few neighbours or the people you meet on the street or somebody else, like you did. That was good, you got a lot of information from that one man, but don't just depend on his word alone. Ask around, ask in the corner store, find out all about the house.

10. Look it over carefully—has it got roaches? Has it got rats? Well, of course the owner is going to tell you it doesn't, but look! With either one you usually see their calling cards around somewhere. Open the drawers, open the cupboards, look! Look the whole place over, & if they're there you're going to see the evidence & you can even smell it!

11. Ask how long ago was the last occupancy. And when you've got all the information about it, then start asking about prices & terms & things like that, & on that first asking it's a good time to give him your first offer. When you've found out exactly what he's asking, make your first offer. Say, "Well, how about \$_____ since we're going to all this trouble of paying it in foreign currency?"

12. Pick out all the flaws in the place! "It's unfurnished, I've got to pay you in Dollars, it's a lot of trouble, & the house is not even safe, you can see through it & there's no way to lock it & blah, blah, blah!" You can go on & on about all the drawbacks

which he knows exist but he's just waiting to see if you're smart enough to notice them! Pick out all the drawbacks & all the flaws.

13. But before you make any offers at all, find out his price & his terms, what is he gunning for to begin with? And he'll give you his top, not necessarily what he is going to get, but what he wants. He'll probably say, "Well, I want \$___ a month, 12 months in advance." So you can work from there. "OK, I'm offering you \$___ a month, foreign currency, which is causing me a lot of trouble, but I'll give you two months in advance, first & last month, six months." Decide ahead of time how high you're going to go & what terms. Then you finally give him your flat offer of maybe \$___ as the top. "All this trouble & what little you've got to offer, no furniture, no nothing! I'm not even sure I'm going to like it. I'll take it for six months, first & last two months in advance & that's it!" That's half the payment in advance, in other words, three months in advance for only a six-month contract.

14. If you're just going to get what is the general average & what is usually done & expected, that's no miracle & that's no fleece! We expect miracles! We expect God to do something unusual to give us a sign, to show us that that's the place so we should take it! Make him an impossible offer to meet impossible conditions & then you get an impossible answer—a miracle!—A fleece! But you have to know ahead of time after discussion & consideration.

15. You only have to have your rock-bottom first offer while you're right there. You can walk out on that one, see, because he can always phone you back, or he knows you can phone him back. You may phone him back then after we discuss here & decide on what's going to be our second offer, & you phone him up & give him a second offer. You understand? It's bargaining! You've got to do it this way, & the fact of the matter is, it's done all over the World, big businessmen do it all the time!

16. First of all, ask all the questions about the house situation: Number one is the location—& don't forget noise on that. Is it safe? Noisy? Is it accessible? What about public transportation, the distance from places you have to go & all that sort of