

## **IS THAT YOUR BEST PRICE?**

- We need to purchase some new computers. We'd like to get some pricing information.
- Sure. Which model are you interested in?
- We're interested in the new 12-Core Mac Pro.
- That model sells for \$4,999 per unit.
- If we buy six, can you discount the price?
- I'll have to speak to my supervisor. Would you mind waiting?
- Not at all.

### **FOLLOW-UP QUESTIONS**

- 1) What is the caller's company interested in buying?
- 2) How much do the computers sell for?
- 3) How many units is the caller interested in buying?
- 4) Can he get a discount if he buys that many?