Stole/Buy

E: Good afternoon, Emil Shulman

S: Good afternoon.

E: Let me introduce myself. Sofia Loginova, representative of the it-company "Oriflame". Please tell me what do you value most in suppliers?

S: For me, first of all, these are quality indicators, reasonable price.

E: Great. I saw you have smartly presented laptops from a Russian. I heard a lot of good reviews about this company and product.

S: Thank you, I am pleased.

E: I am sure that it is no secret for you, attracting new customers has a positive effect on the store’s profit level.

S: I agree, but how does this concern you?

E: In the Russian market, our company has already managed to recommend itself from the best side

S: Quality is good.

E: If for you the quality of the products and the service provided, most importantly, I’m sure that we could become excellent partners?

S: Maybe you are right, but now my warehouse is littered with Russian laptops.

E: I understand correctly that you are ready to start cooperation, but at the moment, do you have enough products in stock?

S: Maybe?

E: In order for me to prepare an offer that fully meets your needs and expectations, I would like to receive some information!

S: What interests you?

E: Your balance, how many days will be enough for you?

S: Two weeks, no less.

E: Tell me, your customers are completely satisfied with the quality and assortment of apples?

S: More so, yes. True, some ask for the gaming laptops.

E: I am sure that with the solution to this problem, I can help you.

S: Curious.

E: If you do not mind, I want to show you samples of our products, and voice a business proposal?

S: Let's see.

S: Perhaps you convinced me. The only thing I need to sell the balance in the warehouse.

E: I understand. If I understand you correctly, will it take two weeks?

S: Yes.

E: Let's see, today is April 18, so we can start our cooperation on April 20th?

S: Yes, that's right.

E: In order to dot all the “i”, tell me, will it be more convenient for me to receive me in the afternoon on April 20?

S: In the second

E: At 14.00 or 16.00?

S: Most likely, at 15.00.

E: Agreed. Nice to deal with professionals!

S: Thank you, mutually.

E: See you, success to you.

S: See you soon.

Meeting

S: Good afternoon. May I speak to Mr. Emil Shulman, please?

E: It’s him speaking.

S: Hello, Mr.Shulman. This is Sofia Loginova, a director from “Oriflame Company”. Yesterday you left a message for me to call you back.

E: Oh, hello, Miss Loginova. I’m glad you called me back. Thank you.

S: You are welcome. How can I help you?

E: I was calling to notify you of the development of a new project and wanted to invite your company to take on it. I would like to know if I can come and see you in your office this week. It’s quite an urgent matter.

S: Just a minute, Mr. Shulman. I have to check my diary… Well, Thursday or Friday will be alright. Which day do you prefer?

E: How about Friday?

S: Yes. I am a little busy in the morning but I will be available after noon.

E: That would be fine. It suits me too.

S: Would 2pm be convenient for you?

E: Yes. But is it possible to meet at 3, instead?

S: O.K. It sounds perfect to me too. So I’ll see you in my office on Friday at 3.

E: Thank you, Miss Loginova. I’ll look forward to seeing you.

S: Goodbye then