

## Exercise 8 (MODULE 8A)

Select any property for sale from a newspaper or online portal (preferably a 'good deal' as outlined in exercise 6), call the agent up on the phone, ask some details about the property like location, condition, nearby amenities etc. and then give him/her a verbal (non-binding) offer that is 30% below of the asking price (e.g. if the asking price is \$100,000, say 'How about \$70,000?'). Note the reaction of the vendor/agent and your own emotions. You can do this exercise multiple times over in order to get used to giving low offers.

### NOTES:

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