

Closing a Deal

(In a typical office somewhere in New York)

Bob: Well, is Trevisos going to play ball or are we going to strike out on this deal?

Pete: The latest locker talk is that our game plan is a real contender for the contract.

Bob: Yeah, the other team has two strikes against it after they fumbled last week.

Pete: They had a great chance of scoring but I think Trevisos thought they weren't up to scratch on some of the details.

Bob: They pretty much put themselves into a no win situation by stalling for time on the figures from Smith's and Co. If we can get to home at the next meeting I think that we should be able to take the ball and run.

Pete: If our numbers are right, we should be able to call the shots from here.

Bob: We just need to jockey ourselves into position to close the deal.

Pete: Make sure that you take along your team players next week. I want to be sure that everyone is playing with a full deck and that everyone can field any question asked.

Bob: I'll take Shirley and Harry along. They are no second stringers, they can present the ballpark figures and then I will bring it on home.

Pete: Great, good luck with the pitch!

Adapted from the following ESL web page

<http://esl.about.com/library/weekly/aa111697.htm>