

## Every Night 187

### Chapter 187: The Big Boss Behind the Scenes

Upon arriving at their destination, the sightseeing bus came to a halt, and Mr. Shaw was the first to disembark.

“Olivia, for a cooperation, actual money talks, not drawing some blank cheques at will. For 1.5 billion, we cannot afford a penny less. You know it yourself, Cool Company owns the biggest film and television library, with copyrights to countless films and shows. You would not be making a loss with the money you’re offering, otherwise, you wouldn’t have come to discuss with me.”

Olivia eyed Mr. Shaw, probing: “Could it be that Mr. Shaw is not in a position to make decisions? Jenkins Group owns both long video and short video platforms and definitely has the credentials to negotiate. It can’t be a fixed deal. Unless you, Mr. Shaw, have qualms, you can’t just approve it outright. 1.5 billion is just a price after all.”

“Do you really see this place as a market?”

Olivia replied calmly: “This is business, and there should naturally be room for haggling. ”

This young lady is very cunning, thought Mr. Shaw, and cannot be taken lightly.

“How much are you willing to cough up?”

“Two-thirds, with room for discussion.”

In an instant, Mr. Shaw’s expression turned serious, “Are you joking? Is this your idea of sincerity?”

Based on Mr. Shaw’s reaction, Olivia concluded that Mr. Shaw was not in a position to make key decisions.

“Mr. Shaw, nothing is set in stone yet, which means there is still room for negotiation. You don’t have to reject me right away. Think it over; today, we’re just getting to know each other.”

“Under these terms, there really isn’t any need to continue the conversation.”

“Then let’s continue playing golf and talk again another day.”

Mr. Shaw didn’t reply anymore, and resumed playing golf.

Olivia, taking the hint, refrained from discussing the partnership details further. For their first meeting, the focus needed to be on building rapport with Mr. Shaw.

Ultimately, the person who would have the final say would be the boss of Cool Company. Olivia delicately tried to find out about the boss’s preferences from Mr. Shaw.

From Olivia’s perspective, the lower the price she can cut, the better.

The video library is very important for the development of Jenkins Group’s two platforms; she must secure this contract.

Hannah had called Geoffrey several times, but he ignored her.

Geoffrey knew these people from the Jenkins family just had a condescending attitude towards others.

Upon hearing that he was working for Benjamin Johnson and finding out that he still had some use, the people from the Jenkins family remembered him and started wanting to take advantage of him.

Deep down, Geoffrey truly despised everyone from the Jenkins family.

Indeed, Hannah didn’t want to connect with Geoffrey, however, her mother asked her to approach him.

Her mother had mentioned that Benjamin Johnson was a towering figure and that if they could secure his support, they would have hope of taking back the Jenkins Group.

There might also be hope to take down Olivia.

To deal with that despicable Olivia and recover everything that belonged to them, Hannah was willing to put up with the shame and approach Geoffrey.

While shopping at a supermarket, Geoffrey was suddenly stopped by Hannah,

“Let’s talk.”

Catching him off guard, Benjamin Johnson turned around and bumped into them on purpose, “This lady is...”

Hannah looked at Benjamin Johnson, smiled, and took the initiative to introduce herself, “I am Hannah, Olivia’s sister. Mr. Johnson, it’s a pleasure to meet you.”

Hannah deliberately concealed her relationship with Geoffrey. That inglorious part of her past was something she wanted to erase and had no intention of bringing up.

“Geoffrey was previously my sister’s boyfriend and had even served as our family’s private doctor, so we’re naturally acquainted.”

Benjamin Johnson pushed Geoffrey’s shopping cart away, “I’ll go over there to take a look, you two chat.”

With Benjamin Johnson leaving, Geoffrey had to step aside with Hannah to chat.

Staring at Hannah, Geoffrey spoke in an aloof tone, “Cut to the chase, I don’t have time to chit-chat with you.”

“Help me persuade Benjamin Johnson to support me in taking over the Jenkins

Group, we can negotiate the rest..”