

Middle Age 54

Chapter 54: Cutting Straight Through the Jugular

After a moment of silence, Qi Yun looked up at Boss Kong and slowly said, "Although the overall condition of your store is somewhat different from my expectations,

I just took a quick look around, and those treadmills seem pretty nice. Does Boss Kong have any intention of selling them?"

Boss Kong, who had originally been deflated, had a fleeting flash of light in his shrewd eyes.

He pondered briefly, intentionally furrowing his brows, and said with a show of reluctance, "If I were to sell these machines to you individually, it would be even harder to transfer this store in the future..."

If Qi Yun hadn't already known the inside story, he might have really been fooled by this display.

"Haha, no problem, I'll just ask elsewhere. Sorry for bothering you today." Qi Yun replied with a smile and prepared to leave.

Boss Kong clearly did not expect him to leave just like that, and his brows furrowed even tighter.

However, he quickly recovered and also stood up with a smile, "No problem, Boss Qi, let me see you off."

The two of them walked slowly out of the office, each with their own motives.

Now it's a battle of psychology; whoever shows interest first will be at a disadvantage in the subsequent negotiations.

If Qi Yun showed a strong desire first, then Manager Kong would surely take the opportunity to raise the price and try to recoup some losses.

So he was in no hurry, walking calmly at the front.

Manager Kong followed behind, his gaze flickering.

He thought to himself, "This guy isn't stopping, so is he just here to ask, with no intention of buying?"

The further they walked, the more agonized he felt. The other party was the only one recently who was willing to come in for a detailed discussion, and he didn't want to miss this opportunity.

As they approached the stairs, he could no longer hold it in.

"Haha, Boss Qi, I just thought about it again. It might not be easy to sell this store in the short term, and selling these machines to you isn't impossible."

Qi Yun turned around and asked with feigned surprise, "Boss Kong has made up his mind?"

Boss Kong forced a smile, "Yes, let's talk some more."

"Alright."

The two of them returned to the office and sat down again.

Boss Kong cleared his throat, trying to grasp some control, "Boss Qi, while I'm willing to sell you these treadmills, you have to give a suitable price so I won't lose too much."

Qi Yun nodded slightly, with an apparently sincere expression, "Boss Kong, don't worry, I don't mean to take advantage of you. It's just that in business, everyone has to consider costs."

I just took a look, and although these treadmills are of good brand, they've been used for quite a while, and some of them even show some wear..."

Boss Kong's eyes narrowed, and he quickly retorted, "Boss Qi, you shouldn't say that. These treadmills are regularly maintained, and although they've been used, they still perform reliably.

Furthermore, we bought these treadmills for over five thousand each, so even second-hand, they should at least be worth over three thousand, right?"

Qi Yun leaned slightly back, crossing his hands on his knees, and said calmly, "That's correct. The price for second-hand ones is indeed over three thousand, but that's the price individual buyers offer.

Roughly speaking, Boss Kong, you have at least thirty treadmills here. How long will it take to sell them all?"

"Moreover, treadmills get outdated quickly, and new ones aren't that expensive. Willing to spend three thousand on a second-hand one is quite rare."

Upon hearing this, Boss Kong furrowed his brows tighter. What the other said was all true, and the longer this store drags on, the more he loses.

He had previously said there was still a month on the lease, but in reality, it's only over twenty days left, so he must quickly deal with this equipment and make a clean getaway.

Thus, he had to suppress the anger in his heart and said gravely, "I wonder how much Boss Qi is willing to offer?"

Qi Yun leaned forward slightly, looking directly at him, "1500."

Upon hearing the figure 1500 from Qi Yun, Boss Kong's face instantly turned sour, and his eyes bulged like copper bells.

He knew that by taking the initiative to retain the other party, he would be at a disadvantage in the negotiation, but he didn't expect the other party to dare to cut the price so drastically.

Something originally worth 5000, only offered 1500—it's like a cut straight to the artery.

His voice tinged with a bit of anger, "Boss Qi, I think you're not sincerely here for business."

Qi Yun remained calm, a faint smile on his face, saying unhurriedly, "Boss Kong, don't jump to conclusions.

Of course, I'm here sincerely to do business, otherwise, I wouldn't waste so much time discussing with you here."

"And I won't beat around the bush. Look, your gym is facing many issues now, with poor business and the rent about to expire.

And if these treadmills continue to pile up, it will only cause you more losses, so it's better to sell them at a loss."

"So, I'm actually helping you."

Boss Kong frowned, crossing his arms, refuting, "That's not how it should be said. These treadmills are all major brands, quality-assured, even if second-hand, they can't be worth so little."

Qi Yun nodded, as if he understood, "You're right, but the current market situation makes it difficult for you to dispose of this batch of treadmills quickly.

If I'm not mistaken, you must have tried selling them before, but haven't even gotten an offer?"

Boss Kong's facial muscles involuntarily twitched at Qi Yun's words, and a flash of anger passed through his eyes.

At this point, how could he not understand that the other party came prepared?

After a long silence, he heaved a sigh, knowing he had no other choice now.

"Alright, you win."

Seeing the other party agree, Qi Yun was secretly pleased but maintained a steady expression, "Boss Kong, maybe this price feels unfair to you, but this is also a timely way to cut your losses."

Boss Kong nodded, without saying more, and got up to prepare the agreement.

Shortly after, he returned to the office with the prepared agreement and said to Qi Yun, "Boss Qi, take a look and see if there's any issue."

After taking the agreement and scanning it roughly, Qi Yun checked the price and quantity, then picked up a pen and signed his name.

After signing the agreement, Boss Kong couldn't wait to ask, "Boss Qi, since the agreement is signed, when are you going to pay me? And when do you plan to move these treadmills?"

Qi Yun could sense the other party's urgency and smiled, "Boss Kong, don't worry. I'll contact the movers shortly, and they'll come this afternoon."

"If you're not assured, I can pay you a deposit of two thousand first, and pay the rest when we move the goods."

Boss Kong agreed to this arrangement. After Qi Yun transferred the money via his phone, Boss Kong reminded him, "When moving, let me know, and also inform your movers that if anyone asks, just say the gym is replacing old equipment with new."

Qi Yun inwardly sneered, thinking this guy is afraid the members will find out he's planning to skip out."