

Middle Age 74

Chapter 74: Best Sisters

Sometimes business negotiations are like that, asking for the sky and settling for the ground.

Qi Yun's psychological price was 120,000 yuan a year, and he planned to wait for the other party to lower it a bit, then he would raise his offer a little, reaching a level acceptable to both parties.

But who knew Zhang Fengdan had such a bad temper, she directly said: "The minimum is 140,000, rent it or not!"

She then turned around and started criticizing the newly laid floor tiles by the workers: "Hey! Look at this gap, it's so big! How are you working?"

"And this corner, why are there so many small tiles, if it's not done well, I'm going to deduct your pay!"

Qi Yun smacked his lips, all the arguments he had planned swallowed back into his stomach, leaving him stunned on the spot.

Yet he had a good attitude, not too annoyed, deciding to secure the shop first, making money is the priority.

After a while, when this woman learns about the hospital acquisition across the street, who knows if she'll still be so irritable.

"Haha, don't be so impatient, big sister, I agree to the 140,000." Qi Yun said with a smile.

Zhang Fengdan paused at his words, slowly turning around, a hint of surprise flashing in her gaze.

She originally thought Qi Yun wasn't sincere, was ready to ignore him, but didn't expect him to agree.

Thus, her tense expression somewhat softened, with her tone no longer as aggressive as before.

"Are you sure? Let me say this first, I don't accept installment payments for rent, and no default either!"

Qi Yun nodded: "Rest assured, everything will be by the book."

"But I have one small request."

"What request?" Zhang Fengdan looked at him suspiciously.

"It's like this, I'm new to business and have no experience. In case the operation doesn't go well, you can't restrict me from subleasing the shop to others."

"Also, the lease term should be at least five years, with no rent increase during this period, all of which should be stated in the contract."

After hearing Qi Yun's request, Zhang Fengdan slightly frowned, a hint of dissatisfaction revealed in her eyes.

She sized up Qi Yun, seemingly trying to guess his intention behind these requests.

After a while, with a hint of displeasure in her tone, she replied: "You have quite a lot of requests."

"The subletting matter I can consider, but a lease term of at least five years without rent increase, that's somewhat unfavorable to me. Market conditions change, who knows what this shop's market will be in two years?"

Qi Yun shook his head with a smile: "Big sister, you're aware whether a rent of 140,000 is high or low, just like you said, nobody knows what the conditions will be in two years, maybe prices will be lower by then?"

"But I will still pay you the 140,000 rent, making things easier for you by not having to find new tenants every year or two."

"I'm putting a significant investment into the business, certainly hoping for a long-term stable environment, and if these requirements can't be met, then I truly won't dare to rent."

Upon hearing this, Zhang Fengdan's expression slightly changed, a hint of hesitation flashing in her gaze.

She seriously considered it, and the requests seemed fairly reasonable. After weighing them for a moment, she finally nodded in agreement.

"Okay then, can you finalize this today?"

Seeing she agreed, Qi Yun also felt relieved: "Of course I can, let's sign the contract now."

"Alright, there's a printing shop nearby." Zhang Fengdan said as she started walking towards the shop exit.

The two quickly arrived at the neighboring printing shop, where Qi Yun explained the requirements to the owner, who then printed out several copies of the lease agreement according to his instructions.

Qi Yun took the contract, carefully reviewed it, and after confirming everything was in order, handed it to Zhang Fengdan: "Big sister, take a look at the contract, if there are no issues, let's sign and seal it now."

Zhang Fengdan took the contract and started meticulously reading it word by word.

Her gaze fell on the clause stating 'liquidated damages equal to three times the annual rent', and her eyebrows slightly furrowed.

"Does the liquidated damages need to be so high?"

"Haha, liquidated damages are the foundation for protecting both our interests. If big sister has doubts about this contract, you can have a lawyer look it over." Qi Yun explained with a smile.

Zhang Fengdan didn't even finish high school, let alone recognize any lawyer. Her social circle consisted of mahjong partners and 'sisters' she did spa treatments with.

However, after the last lesson, she dared not act on her own again and quickly snapped a photo to send the contract to her husband, then called to explain the situation in detail.

A while later, she hung up the call.

Raising her head, Zhang Fengdan said: "No problem, let's sign."

Qi Yun nodded, picked up the pen, and signed the contract and sealed it, with both parties holding onto a copy each.

The lease period would start from the first of next month, and Qi Yun transferred the 140,000 rent on the spot.

Since the shop was only simply painted and tiled, Zhang Fengdan did not charge an additional deposit.

Taking back the contract, Zhang Fengdan sternly emphasized again: "Don't default on the rent, otherwise I'll take back the shop and still sue you for breach of contract!"

"Haha, big sister, rest assured, everything will abide by the contract." Qi Yun assured with a laugh.

"Alright, I'll first give you one key. The workers' renovations will be completed tomorrow, then you can change the lock yourself." Zhang Fengdan said, placing a key on the table and preparing to leave.

"Hey, big sister, wait a moment." Qi Yun quickly called from behind.

Zhang Fengdan turned around, somewhat impatiently asked: "What's the matter?"

Qi Yun laughed awkwardly and said: "It's like this, I wanted to ask if this is your only shop? Or do you know if there are any other shops for rent in this area? I want to rent two more."

Zhang Fengdan heard this, a hint of surprise appeared on her face: "What business are you planning that you need so many shops? I only have this one, but my friend has a similar one, although I'm not sure if she wants to rent it."

Qi Yun's eyes lit up, without much explanation: "Would you mind giving me your friend's contact information then?"

"Let me ask her directly for you." Zhang Fengdan said as she fetched her phone to make a call.

"What's three misses, talk later in the evening."

"Someone wants to rent a shop, mine had just been leased to him, he wants two more, do you want to rent yours?"

"Yeah, the person is right here in my shop..."

After hanging up, Zhang Fengdan nodded towards Qi Yun: "She said yes, she'll be here shortly."

Qi Yun felt a surge of joy, looking at Zhang Fengdan, she didn't seem that annoying anymore.

Not long after, another woman who looked and dressed similarly to Zhang Fengdan walked in.

Her shop location wasn't as good as Zhang Fengdan's, but the area was quite similar.

After some bargaining, both parties finally agreed on an annual rent of 130,000, with other conditions identical to those in the contract previously signed with Zhang Fengdan.

After signing the contract, Qi Yun transferred a year's rent to her on the spot.

The two women then left arm in arm, intimately.