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Chapter 216: Willing to Let Go

Cheng Su had two reasons for having Ning Ge make the call. First, she wanted to know his real situation, to avoid being sold without even realizing it. Although Regimental Commander Mai had confirmed it before, it's always better to hear it confirmed with one's own ears. Second, since they were going to cooperate, it was only fair to let the other party know about their situation too. This way, both parties knew each other's backgrounds, and if anything happened, they could find someone to hold accountable. She wouldn't have to fear that later on, someone would accuse her side of having tricked Ning Ge.

Indeed, when Ning Ge proposed the partnership, Cheng Suxin's inclination had already leaned towards agreement. Only a fool would turn down the chance to make money. With someone offering to invest capital and herself possessing the formula and technology, especially at such an opportune time to seize economic growth, why shouldn't she do this business?

Right after Qi Taiguo hung up the phone, her mind was already full of plans, eager to write them down immediately.

"So, do you believe me now? I'm seriously a *****," Ning Ge said with a curled lip.

"Look at how capable you think you are," Cheng Su rolled her eyes and said, "Don't be too proud. Now we know where you come from, and your family knows where we come from. It's fair and transparent."

Ning Ge was startled.

"Friend, the one who doesn't take advantage of the other is a true friend. Don't think it's cliché, but that's what makes people comfortable. Now, let's talk about this cooperation," Cheng Su said.

The group sat down.

"You mentioned cooperating to make jam. While I have the technology and the formula, since it's a partnership, let's be fair. You'll invest money, and I'll also contribute some. But I have a small restaurant to run, so I can't take out all my capital. Therefore, my investment won't be much; I can only put in a maximum of five thousand yuan," Cheng Su said. "I'll put in five thousand yuan, plus the technology and formula. You contribute whatever you can to get the company up and running. As for shares, you hold fifty-one percent, and I'll take forty-nine percent."

Upon hearing this, both Qi Taiguo and Ning Ge looked towards her.

"The one who puts in the money is the boss, that can't be disputed. You invest more, so you're the majority shareholder, but it's not about whether you have the technology or not," Cheng Su stated simply.

Actually, she had her own calculations; giving Ning Ge an extra two percent of the shares was like doing him a favor. She wasn't worried that Ning Ge and the Ning Family wouldn't remember this act of goodwill.

Yes, although the purpose of this business partnership was to make money, Cheng Su also valued Ning Ge's personal connections.

She had struggled and climbed her way through the 21st century and knew full well that in this world, especially in her home country, virtually every businessman had some form of backing or connections.

Others might call her vulgar or opportunistic, but reality is as it is; often a person has to bow down to reality, no matter how reluctantly.

She didn't want to hypocritically claim to rely solely on herself, to climb up step by step, ignoring the importance of connections and background. That would be too false.

Ask oneself, those well-known business tycoons from the past who step by step built up legends in the business world, aside from their own efforts, chances, and skills, who knows what kind of networks they developed behind the scenes?

Cheng Su was keenly aware that a company needs connections and a background to grow and succeed.

That's why she knew how to build relationships. Her desire for a forty-nine percent share wasn't fawning; it was a willingness to let go.

And Cheng Su, having already deeply understood this in her past life, was never one to quibble over the little things. If letting go now could lead to better opportunities, why not do it?

Only when a person learns to let go can they gain better benefits and a better world.