

Two Trillion 2491

Chapter 2491 - Leading the Inspection Team

After talking with Bai Xuanyu, Bai Xiaosheng adjusted his mindset the next day. He didn't care what Bai Xuanyu and Bai Xuan Yan had in store for him, nor what his second uncle was plotting.

He didn't think about any of that.

Bai Xiaosheng only knew that he had taken on the inheritance task and had come this far.

Everything had been going as he worked hard for, and rewarded him accordingly. That was enough.

Instead of overthinking, it's better to focus on the present.

So, Bai Xiaosheng simplified everything, acting as if nothing was happening, responding to changes as needed.

According to prior arrangements by the business group, Bai Xiaosheng was to take half of the members on a trip for inspection today.

As previously agreed, Bai Xiaosheng was currently the leader of Team Two of Huaxia Business Group, responsible for all matters.

Today, they were going to visit several enterprises, which were exceptional, all belonging to a major conglomerate named "Yang Corporation."

Speaking of this "Yang Corporation," it was quite formidable, on the same level as Zhenbei Group.

Of course, even within the same level, there were varying strengths. If compared, "Yang Corporation" and Zhenbei Group were like wolves and bears, with differences in size and power.

Even so, "Yang Corporation" was definitely one of those wealthy enough to rival nations in the business world of the Western Chieftain Union.

Yang Corporation's headquarters wasn't actually in the Aisha Emirate but had several key enterprises here.

Those enterprises mainly operated in the petrochemical and related industries.

Aisha Emirate was a major oil-producing country, having considerable influence in the international petroleum arena, and Yang Corporation's enterprises boasted significant power in the Aisha Emirate's petrochemical industry.

Therefore, before the trip, Hou Yuncheng specially advised Bai Xiaosheng to pay attention.

When entrusted by others, one must be loyal to the task. Since Bai Xiaosheng had agreed to lead the team, he naturally had done his homework in advance, buried the shocking news he heard yesterday deep down, and decided to fully focus on the present task.

For this reason, Bai Xiaosheng postponed his appointment with Chen Feiqiu, planned for the morning, to the evening.

On the way to visit Yang Corporation enterprises, Bai Xiaosheng communicated repeatedly with the accompanying businessmen.

Dong Tianlu, Zhang Qinglin, Wang Xuantian, Lu Tiandao, Lin Tianyi, and Hong Chengtian were all familiar faces on the same bus. All were Bai Xiaosheng's acquaintances and members of the business alliance he built, having cooperated several times and were well acquainted with each other, making communication almost without any barriers or constraints.

After Bai Xiaosheng exchanged words with everyone, Dong Tianlu sat beside him and whispered to him—

"Actually, Yang Corporation has collaborations with several merchants present. From what I've learned, they want to take this opportunity to expand more partnerships. However, their captain seems to be closely connected with parties in Europe and America recently, possibly having found new partners. Therefore, they are very tough on raising prices and conditions with some existing partners among us."

Dong Tianlu shared the situation she was already aware of with Bai Xiaosheng.

In fact, her family business had also gotten involved in petrochemical-related industries over the past two years.

Bai Xiaosheng nodded upon hearing this.

Dong Tianlu leaned in closer and spoke about another matter unrelated to this, "As per your prior instructions, Zhang Qinglin, Lu Tiandao, Wang Xuantian, Lin Tianyi, and Hong Chengtian had private talks with everyone on this bus over the past two days, discussing the business alliance matter. Most are willing to join us."

Bai Xiaosheng had planned to establish a Global Business Alliance for a while now. Lately, he felt that adding members solely by himself was too slow, so he instructed trustworthy individuals to help introduce new partners.

It seems the results were pleasing.

"However, they found out you're our behind-the-scenes alliance hierarch and were quite surprised. Many felt somewhat hesitant. After all, they've never dealt with you directly, only knowing of your deeds from the news, and still don't know about your character and abilities." Dong Tianlu added.

Bai Xiaosheng was stunned upon hearing this, looked at Dong Tianlu, and couldn't help but whisper, "I told you to expand the business alliance membership as much as possible, why did you... tell them directly I'm the hierarch? Mr. Lu Yun and Mr. Jia Chengshan's prestige is more qualified!"

Bai Xiaosheng wanted to establish a global business alliance and become its hierarch, but felt initially ascending might be too soon. For the stability of the alliance, it was better to first promote a highly respected person as the public leader.

Dong Tianlu laughed upon hearing this and said, "We all recognize you as the alliance hierarch, even Mr. Lu Yun and Mr. Jia Chengshan expressed private approval. What's the harm in revealing it? Disapproving of you is disapproving of all of us. Besides, once you start bridging new partners and connect with Europe and America, they will inevitably recognize your methods and respect you."

Bai Xiaosheng thought discussing further was futile, displaying a helpless smile, "I thought the look from some people in this bus was strange when we set off."

Dong Tianlu chuckled softly and whispered, "Naturally, they paid attention to you a bit, seeing what charm our young business hierarch has. Being appointed as we all team's leader by Mr. Hou Yuncheng and others was essentially recognition from a higher level, already giving everyone a certain sense of approval. Today's visit is actually an opportunity!"

Upon hearing that, Bai Xiaosheng looked at her in astonishment, "An opportunity, how so?"

Dong Tianlu lowered her voice, "Among the newly contacted people, more than half are extremely interested in Yang Corporation's business. Some already have collaborations with them. Yang Corporation's price increase and tougher cooperation conditions offer a chance if you, as the business group leader, can mediate and help reduce some terms to facilitate a new round of collaboration. It would show everyone your capability and techniques with real actions. Moreover, this would be the first wave of benefits you bring to them, gaining their recognition of you as the business hierarch and joining us, strengthening our business alliance further."

So, this "opportunity."

Bai Xiaosheng pondered for a moment, then said, "Regardless of whether new allies can be attracted, since I'm leading, it's natural I fulfill my duties, helping our Huaxia businessmen achieve collaboration is my responsibility!"

Bai Xiaosheng was such a person, willing to fulfill others outside of conflicts of interest.

This was one reason why Lu Yun and others acknowledged him as the business alliance hierarch.

"Then thank you, Mr. Bai." Dong Tianlu playfully winked and said with a smile.

Her Dong Family had significant business involvement in the petrochemical industry and held great expectations for this visit. She also knew Bai Xiaosheng had extensive connections and wit, eagerly awaiting his potential contribution this time.

"Miss Dong should not set expectations too high; I will do my best, but I may not succeed." Bai Xiaosheng said.

"You attended Prince Hadu's private banquet; given such connections, Yang Corporation wants to do business in Aisha Emirate, how can they not give you some face." Dong Tianlu smiled, showing no sign of the formidable demeanor of a big entrepreneur, like a clever fox.

Bai Xiaosheng couldn't clarify that his invitation to Prince Hadu's banquet was entirely due to someone else's means, having no real connection with the prince.

"Anyway, don't hold high hopes." Bai Xiaosheng mumbled.

"Mr. Bai should just perform normally without carrying too much psychological burden; no one expects you to prevent the Other side from raising prices. After all, in business terms, it's unrealistic to assume that because of someone's connections, a merchant wouldn't seek profit." Dong Tianlu reassured Bai Xiaosheng with a smile.

Bai Xiaosheng secretly breathed out and glanced towards the rear of the bus.

There, those many unfamiliar merchants were all watching him in anticipation.

This wasn't just a trip led visit but clearly a test sheet for himself...

...

Two hours later, Bai Xiaosheng and the others arrived at the first company.

At the main entrance of the opponent's industrial park, waiting to welcome Bai Xiaosheng and his team was a grand welcoming ceremony.

In the welcoming lineup, standing at the forefront was a middle-aged man, appearing cultured and refined, wearing gold-rimmed glasses, holding a cane. Beside him was a young and beautiful woman, similar in age to Bai Xiaosheng.

As soon as Bai Xiaosheng got off the bus, he saw these two people.

Standing next to Bai Xiaosheng, Dong Tianlu recognized them and whispered, "Unexpectedly, it's him welcoming us!"

"Who is he?" Bai Xiaosheng asked curiously.

"Yang Xiaoyun, the second-in-command of Yang Corporation, known as the first negotiation expert of the Yang family! He's a sly old fox, not easy to deal with!" Dong Tianlu squinted slightly.

Yang Xiaoyun? Upon hearing this name, Bai Xiaosheng immediately looked at the beautiful woman beside the middle-aged man.

The feminine name sounded more appropriate for someone like her.

Seeing Bai Xiaosheng's eyes fall on the woman, Dong Tianlu sneered and said, "That's his daughter, Yang Yishan."

Such a delicate beauty, with such a common name?

Bai Xiaosheng was first stunned and then looked at Dong Tianlu in surprise.

"Are you sure you didn't mix up their names?"

Chapter 2492 - Eye-Opening Experience

The second-in-command of the Yang Corporation, Mr. Yang Xiaoyun, along with his daughter Yang Yishan, received Bai Xiaosheng and his group.

Mr. Yang Xiaoyun showed great enthusiasm to prominent businessmen like Dong Tianlu, and his attitude toward Bai Xiaosheng surpassed that toward others, given Bai Xiaosheng's unique status.

While welcoming them inside, Mr. Yang Xiaoyun walked arm-in-arm with Bai Xiaosheng, chatting animatedly along the way with boundless warmth.

"I didn't expect Mr. Bai to be so young and yet already one of the leaders of the Huaxia Business Group. Truly impressive, truly impressive!"

"Upon learning of your group's arrival, I waited at the entrance in anticipation for a full hour before finally welcoming all you distinguished guests..."

"We all share the blood of Huaxia, the same ancestry, connected even when bones break, so we must become closer in the future!"

"Our Yang Corporation has business dealings with several distinguished guests present here. We are all friends, and we ought to collaborate more in business moving forward."

"My brother specifically sent me to welcome you all, aiming to show the utmost sincerity in forging good relations with Huaxia businessmen and securing major deals!"

Mr. Yang Xiaoyun could truly talk, and he did it exceedingly well, as he spoke these words with a beaming smile and an overwhelming enthusiasm.

However, the truth behind his words, how much was true, was anyone's guess.

Bai Xiaosheng responded with a smile, but he dared not underestimate the "Mr. Yang" that Dong Tianlu spoke of.

With Bai Xiaosheng's current insight, the thoughts of ordinary people are usually clear to him, but with Mr. Yang, he found it difficult to distinguish which parts of his words were true and which were false.

Mr. Yang had a way of making lies believable even to himself.

Such a person dares to deceive himself, so even with Bai Xiaosheng's keen insight, he could be misled.

Thus, Bai Xiaosheng remained cautious around him.

As they walked inward, Bai Xiaosheng noticed that Mr. Yang had trouble with his legs. The cane wasn't for decoration or to enhance his image, but genuinely assisted his walking. His arm-in-arm gesture had both warm intentions and a slight need for support.

Bai Xiaosheng went along with Mr. Yang Xiaoyun.

After all, by age, he could be considered an elder.

Mr. Yang Xiaoyun's daughter, Yang Yishan, walked alongside, with a graceful demeanor, occasionally discreetly observing Bai Xiaosheng.

Bai Xiaosheng remained calmly composed.

Mr. Yang Xiaoyun and his daughter led Bai Xiaosheng and his group to the company's meeting room.

The meeting room had been newly arranged, with fresh flowers, tea, and snacks on the table.

"You've all traveled a long way, so let's take a break before the tour. Our Yang Corporation's companies are relatively concentrated here, which makes it convenient to assess. Now, my daughter will give a brief introduction, and then we'll proceed with the key observations."

Mr. Yang Xiaoyun's suggestion was indeed considerate.

Everyone nodded, agreeing that the arrangement was suitable.

"Thank you for your thoughtfulness, Mr. Yang," Bai Xiaosheng said with a smile on behalf of everyone.

"No problem, no problem, after all, we all have black eyes and yellow skin, we're family!" Mr. Yang Xiaoyun said, smiling and patting Bai Xiaosheng on the hand.

Everyone took their seats, with Bai Xiaosheng sitting next to Mr. Yang Xiaoyun.

Mr. Yang Xiaoyun's daughter Yang Yishan smiled and walked to the side, overseeing the adjustment of the projection equipment, and bowed to everyone present, "Distinguished predecessors of the business world, I am the daughter of Mr. Yang Xiaoyun, my name is Yang Yishan. Next, I will deliver a presentation. During the process, if you have any questions, I will do my best to answer them."

This Yang Yishan had a pleasant appearance and a sweet demeanor, making her enjoyable to watch.

However, Bai Xiaosheng had a different view.

Beneath Yang Yishan's seemingly humble gaze, he always felt a sense of falseness.

However, Bai Xiaosheng paid little attention to it, as her outward attitude was at least decent. Among the attendees were influential businessmen, many of whom were partners with the Yang Family or were about to become partners. Her emotional stance wasn't as important as her maintaining sufficient respect.

Next, Yang Yishan proceeded to present to the audience, the content related to the petrochemical industry, including energy products, agricultural chemicals, rubber additives, synthetic materials, and more.

The companies affiliated with the Yang Corporation were all leaders in their respective fields.

Yang Yishan introduced the development status of these companies, their future plans, highlighting impressive aspects.

For instance, how much their scale had expanded, which new equipment and processes they had adopted, which awards they received recognition for, and their anticipated directions of market expansion in both the Eastern and Western markets...

Bai Xiaosheng had discerned this.

The report seemed more like it was illustrating to collaborators that the Yang Family businesses were worthy of collaboration, and that any high prices or conditions were justified...

Ah, so that's the agenda, indoctrinating us right from the start.

Bai Xiaosheng listened, nodding with a smile.

Among the attendees who had existing collaborations or intentions to collaborate with the Yang Family, many whispered among themselves, sharing thoughts.

Few were smiling and nodding like Bai Xiaosheng.

Yang Yishan took this in, a flicker of disdain for Bai Xiaosheng passing through her eyes.

In fact, before the meeting, she was already aware of Bai Xiaosheng and had discussed with her father the reasons why such an unknown young person became a temporary leader of the Huaxia Business Group.

People like Dong Tianlu, Lu Tiandao, Zhang Qinglin, and Lin Tianyi, known for their renown, instead became ordinary members.

Chapter 2493 - Eye-Opening Experience (Part 2)

Because Yang Xiaoyun also received the news only this morning, he doesn't know much about Bai Xiaosheng, and the information is all checked at the moment, making it difficult to give an accurate answer.

So under half guesswork, Yang Xiaoyun thought Bai Xiaosheng was someone with quite a background, possibly coming this time to enhance his prestige.

This scenario is not uncommon in the business world, found everywhere around the globe.

Previously, Bai Xiaosheng appeared in the media spotlight due to significant conflicts with Mr. Brown, a news interpreted by Yang Xiaoyun as having someone strategically pushing from behind. Otherwise, how could a young man in his thirties, with a few shrewd ideas, have the ability to compete with someone like Brown?

Yang Xiaoyun's assessment actually coincided with that of Yang Yishan.

Therefore, Yang Yishan internally harbored a degree of disdain for this young man relying on his background for prestige, despite not expressing it outwardly.

At this moment, seeing Bai Xiaosheng only nodding, only smiling, Yang Yishan's judgment grew firmer.

An hour of presentation quickly passed.

Yang Yishan politely inquired whether the businessmen present had any questions.

Actually, the purpose of this report was understood by everyone present.

The so-called questions would generally concern the scope of increased prices and conditions in various aspects of cooperation.

Originally, someone might have asked, even if Yang Yishan couldn't make the decision, Yang Xiaoyun, the second-in-command of Yang Corporation, was present to provide answers.

However, on the way there, everyone decided, through secret discussions with people like Dong Tianlu, to leave these inquiries to their new leader Bai Xiaosheng, hence nobody mentioned them now.

After asking, Yang Yishan saw that surprisingly no one questioned it, and was momentarily stunned, but chose not to show it, just smiling gracefully, "Since none of you esteemed business leaders have questions, I will go prepare the arrangements for the visit."

After finishing, Yang Yishan glanced at his father before retreating.

Meanwhile, Yang Xiaoyun was also very puzzled.

Did none of the attendees want to discuss topics related to the conditions of cooperation?

Earlier, they had clearly leaked this out.

This introduction was just a prelude, why is nobody asking about future cooperation matters?

"Could it be that these Huaxia merchants found out we plan to completely replace cooperation partners in all aspects and abandon them? Impossible!"

Yang Xiaoyun thought silently with amazement.

Due to some factors in international politics and economic policy, Western countries started to intensify their procurement efforts, and the pricing of oil products was very favorable.

More crucially, opening the door to Western cooperation had always been a pursuit for their group, with additional business potentially moving past.

Recently, an internal meeting at Yang Corporation decided to end Eastern cooperation, fully to satisfy the Western market.

As for why today's visit plan was retained under such a decision, and continuing to engage with these merchants...

Naturally, there were special reasons and intentions...

Yang Xiaoyun didn't believe these people knew the secret decision at Yang Family's internal meeting, feeling he needed to personally grasp the dialogue's initiative.

Yang Xiaoyun immediately smiled and addressed Bai Xiaosheng and the others, "Mr. Bai, everyone, we have all arrangements for the visit ready, you can view it anytime. However, I believe a visit is just a procedure; you all came here with cooperation in mind. At present, when Eastern and Western demand is growing, we have increased input and greatly improved product quality, which naturally necessitates aligning with market changes, appropriately raising prices and enhancing cooperation conditions. As business people, this is understandable, right?"

Yang Xiaoyun unexpectedly put the price increase directly on the table.

Yet, after speaking, he noticed everyone present looking at Bai Xiaosheng.

Yang Xiaoyun was suddenly stunned, thinking these prominent businessmen really intend to let this young man be in charge?

"Mr. Yang, could you step aside for a moment, let me discuss this issue with you." Bai Xiaosheng put down the teacup and smilingly addressed Yang Xiaoyun.

"This..." Yang Xiaoyun smiled while glancing at the others.

Dong Tianlu, Lu Tiandao, Zhang Qinglin, Wang Xuantian and others were either sipping tea or peeling fruit, with nobody proactively speaking, seemingly acquiescing to Bai Xiaosheng's words.

The others followed suit.

Yang Xiaoyun felt wrongfooted but maintained a smile, rising up to say to Bai Xiaosheng, "Then I will chat with Mr. Bai first, please!"

Bai Xiaosheng also stood up, smiling.

Yang Xiaoyun led Bai Xiaosheng out, just encountering Yang Yishan returning.

"Yishan, have someone send tea and coffee to the small VIP room; I am going to discuss cooperation matters with Mr. Bai." Yang Xiaoyun instructed.

Yang Yishan agreed, with a bewildered gaze, looking at Bai Xiaosheng and her father, observing them head over.

"Discuss with him?" Yang Yishan frowned slightly, glancing into the room where Dong Tianlu and others were, "Can he represent those people?!"

Even though disbelieving, she still followed her father's instructions and got someone to prepare tea.

On another end, Bai Xiaosheng followed Yang Xiaoyun into that small VIP room, where they both took seats.

"Mr. Yang must be very curious about my qualifications to represent everyone there in negotiating terms with you." Bai Xiaosheng said with a smile.

"Mr. Bai is being too modest, after all, you are the delegation leader and the spokesperson isn't strange, besides, your name is quite popular lately." Yang Xiaoyun laughed heartily.

"You're too complimentary." Bai Xiaosheng smiled and continued, "Then let's be straightforward. Among those seated there, five already have cooperation with Yang Corporation, six arrived to sign contracts. The industries and product categories involved include these..."

Bai Xiaosheng spoke at a steady pace, covering the content thoroughly.

Even memorizing them requires immense mental effort.

This somewhat made Yang Xiaoyun view Bai Xiaosheng more favorably.

After speaking, Bai Xiaosheng even took out paper materials from his bag, passing them over one by one, "These are previously presented prices from Yang Corporation to partners. These are Yang Corporation's hinted price increase intentions, which I have summarized. Please check for any discrepancies."

Yang Xiaoyun extended his hand, browsing rapidly.

At that moment, the door was knocked, then someone entered.

Miss Yang Yishan personally brought in tea and coffee.

"Yishan, take a look at these." Yang Xiaoyun, seeing Yang Yishan putting down her items, handed over the documents Bai Xiaosheng provided.

Yang Yishan took them, her expressive eyes scanning quickly, instantly surprised.

Unexpectedly, someone printed these out to bring to negotiations...

Is this behavior a bit naive...

What could those merchants be thinking, letting Bai Xiaosheng joke around like this?

"Mr. Bai, negotiations should be conducted one by one, each differing, yet you have summarized everything, implying you plan to standardize a cooperation template?" Yang Yishan couldn't help but speak to Bai Xiaosheng with a laugh.

"Yishan, I asked you to see them, not to speak to Mr. Bai this way." Yang Xiaoyun promptly reprimanded.

Yang Yishan instantly offered an apologetic shrug.

Bai Xiaosheng was unbothered, smiling and saying to Yang Xiaoyun, "Your daughter truly has good insight. Indeed, I am here representing everyone to discuss a standardized cooperation template with you."

Bai Xiaosheng's words left Yang Xiaoyun and his daughter stunned.

Bai Xiaosheng smiled, "Our time for visits is limited. Negotiating one by one with you would waste considerable time, and for businesspeople, time cost is also expensive. In Huaxia, there's a saying: a single tree doesn't make a forest; a hundred flowers make spring. With over ten partners consolidated into one, wouldn't such sizable collaboration be considered a super client for Yang Family!"

"If Yang Family genuinely intends to cooperate, why not lower the cooperation terms, how about providing further discounts." Bai Xiaosheng smiled.

Yang Xiaoyun and his daughter looked bizarrely at Bai Xiaosheng.

Sounded like converting retail into wholesale...

In so many years mingling in the business world, it's the first time encountering someone negotiating terms this way.

Yang Xiaoyun couldn't help mumbling, "Eye-opener!"

Chapter 2494 - Negotiating Experts

Business negotiations between enterprises are always one-on-one, conducted in private, involving issues of business secrets.

Once the price from the previous collaboration is disclosed, the initiative in negotiating with the next company is lost. Generally, no enterprise negotiates with multiple companies simultaneously.

Yang Xiaoyun, the second-in-command of Yang Corporation, openly discussing price increases and added conditions with the business group was already playing against convention, violating normal business negotiation practices. However, he never imagined that there would be someone even more unconventional—Bai Xiaosheng.

Bai Xiaosheng actually intended to represent all partnering and prospective companies to negotiate a unified price.

This was akin to changing individual procurement to unified wholesale in product sales...

Not only did Yang Yishan stand stunned on the spot, but even Yang Xiaoyun was momentarily dumbfounded.

Looking at Bai Xiaosheng, the expressions of Yang Xiaoyun and his daughter displayed a profound sense of "admiration."

Bai Xiaosheng, however, remained composed, taking the tea just served by Yang Yishan, sipping slowly, waiting for the other party to react.

At the moment, in the reception room where Dong Tianlu and others were resting, people over there were whispering and discussing intensely.

Yang Xiaoyun openly discussed issues that should not be raised explicitly, which clearly indicated the underlying problem.

Everyone present, being seasoned businesspeople, could certainly see the implications.

At this moment, the group was exchanging thoughts and views, awaiting news from Bai Xiaosheng and Yang Xiaoyun.

Yang Xiaoyun, who had regained his composure in front of Bai Xiaosheng, smiled and said, "Is Mr. Bai intending to negotiate a unified cooperation template on behalf of those many companies with our Yang Family? This is not impossible. However, if we reach an agreement, will those companies agree, or will each company require amendments and supplements, which might make this effort unnecessary?"

Upon hearing this, Bai Xiaosheng smiled lightly and said, "Mr. Yang, rest assured, before coming here, they have fully authorized me. I have remembered every special requirement. The result we discuss and the set cooperation terms will certainly be acceptable to everyone."

Upon hearing Bai Xiaosheng's words, the great beauty Yang Yishan couldn't help but give him a deep glance.

This Bai Xiaosheng, supported by unknown deep background, made those prominent entrepreneurs serve him such a large cooperation decision.

If it succeeds, Bai Xiaosheng's reputation in Huaxia's business world will greatly improve.

The person supporting him must have significantly invested in him!

Thus, Yang Yishan still firmly believed that the elevation and trust towards this Bai Xiaosheng were due to others' favoritism rather than his capabilities.

It's no wonder, considering Bai Xiaosheng's young age, any businessman in the reception room was older, with privately owned enterprises that were major players, why willingly let him set negotiation terms?

It's quite illogical.

Yang Xiaoyun smiled slightly, his thoughts somewhat aligning with Yang Yishan's.

But no matter what backing Bai Xiaosheng possessed to gain authorization from those others to negotiate cooperation with him,

Facing a young man was always better than confronting a group of renowned businessmen.

"Alright then, I shall negotiate with Mr. Bai. Yishan, stand guard outside, don't let anyone interrupt me and Mr. Bai Xiaosheng." Yang Xiaoyun waved his hand and instructed his daughter Yang Yishan.

Yang Yishan actually didn't want to leave; she wanted to hear how Bai Xiaosheng would negotiate with her father.

However, since her father had spoken, she had to obey, so she nodded reluctantly and stepped outside.

Once the VIP room door was closed, Yang Xiaoyun smiled at Bai Xiaosheng, raising the documents given by Bai Xiaosheng, "Mr. Bai, these things are something both you and I should be familiar with. You've just heard our report about price increases, so let's proceed straightforwardly."

"Certainly, that's preferable."

Bai Xiaosheng, with a smile, put down his teacup and made a "please" gesture. It was as if inviting Yang Xiaoyun to speak first, no, to make the first move.

Yang Xiaoyun stopped hesitating and said, "Our cooperation with your business group's merchants covers five major industries, fifteen categories, including a significant share of crude oil and secondary energy. Within secondary energy, gasoline, kerosene, diesel, heavy oil, and liquefied petroleum gas are five significant categories..."

Yang Xiaoyun detailed the price increase margins according to Yang Corporation's product and service categorization.

Bai Xiaosheng listened expressionlessly, with Red Lotus swiftly searching relevant information in his mind, including international market price fluctuations for related products, all pertinent information.

Initially, after Yang Xiaoyun finished a point, he would smilingly ask Bai Xiaosheng's opinion.

Bai Xiaosheng merely smiled, "Go ahead, I'll note it down. Regarding the price I'll offer, I plan to discuss it altogether after you're done."

Yang Xiaoyun was immediately taken aback and reminded Bai Xiaosheng, "All together at the end? Mr. Bai, do you know how much content I'm going to say, can you remember it all?"

"I'll remember it all."

Bai Xiaosheng nodded with a smile, showing an expression that would not overlook anything.

Yang Xiaoyun could only continue speaking.

After saying a point, he couldn't help but ask again.

Bai Xiaosheng still replied the same way.

In such fashion, after the third time, Bai Xiaosheng's "arrogance" left Yang Xiaoyun somewhat displeased.

Fine, you say to discuss after everything is said, I'll say more, if you forget when the time comes, that would be embarrassing for you!

Yang Xiaoyun steeled himself and started speaking incessantly.

In this way, Yang Xiaoyun spoke for half an hour, then paused, sipping tea while smiling at Bai Xiaosheng, "Mr. Bai, did I speak too quickly? If listening alone makes it hard to remember, I'll have someone get related materials for you. However, there are too many materials, I'm worried you'll be in a hurry reading them, delaying our negotiation progress, and keeping the merchant friends waiting. Why don't you go and notify them?"

Chapter 2495 - Negotiating Experts_2

Bai Xiaosheng listened quietly, and Yang Xiaoyun wasn't sure how much he was absorbing.

Yang Xiaoyun feared Bai Xiaosheng might feel his efforts were wasted.

Yet if Bai Xiaosheng was as he appeared, it would be easier to sway him.

Bai Xiaosheng chuckled and said amiably, "Mr. Yang, you've explained in detail, and mostly accurately. I've noted everything down. Except, there were a few minor inaccuracies in your recollections, like when you said the March index drop due to local changes for Karash Company was 0.22%, it was actually 0.215%. Also, the early month report figures from Feiklan Company had slight discrepancies..."

Bai Xiaosheng calmly corrected Yang Xiaoyun.

Yang Xiaoyun looked at Bai Xiaosheng with an odd expression, filled with disbelief.

"Did I say it wrong? That's impossible."

Finally, Yang Xiaoyun took out his phone, searched as Bai Xiaosheng suggested, and gradually, his eyes revealed a touch of astonishment.

Everything Bai Xiaosheng said was correct!

This young man accurately remembered the industry information Yang Xiaoyun mentioned, and the corrected data was spot on!

How is that possible!

Yang Xiaoyun, who thought he was an expert in all aspects, wary of others poking at his rice bowl, was both surprised and incredulous!

His gaze towards Bai Xiaosheng changed.

"Of course, these don't affect your final conclusions, Mr. Yang, it's just my nitpicking," Bai Xiaosheng smiled humbly, "Perhaps I'm inherently sensitive to numbers, overly precise, or just a small flaw from my time as an employee."

Yang Xiaoyun gazed at Bai Xiaosheng, a smile emerging on his face.

"No, no, Mr. Bai, your pursuit of accuracy is admirable, you are right in this aspect. Whereas I'm getting older, my memory may not be as sharp."

Savants who memorize data flawlessly are rare, extraordinary creatures.

Yang Xiaoyun suddenly understood why Dong Tianlu and the others chose this young man to speak for them.

Because this kid is remarkable!

But, perfect memory of data doesn't guarantee success in negotiation.

One must also have understanding, eloquence, and reasoning ability!

Yang Xiaoyun couldn't believe he couldn't handle a young man?

"Then let's continue, knowing Mr. Bai is so knowledgeable, I'll quicken the pace."

At this point, Yang Xiaoyun paused the discussion with Bai Xiaosheng, calling out to his daughter, Yang Yishan.

Yang Yishan was waiting outside; upon hearing the call, she immediately opened the door and stepped in.

"Yishan, take our esteemed guests of the trade delegation on a tour. I want to focus on discussing the cooperation framework with Mr. Bai so both can be addressed." Yang Xiaoyun instructed.

Yang Xiaoyun planned this to focus on dealing with Bai Xiaosheng unencumbered.

"Alright." Yang Yishan answered, glancing at Bai Xiaosheng.

She misunderstood completely, thinking Bai Xiaosheng knew nothing, hindering communication so her father needed prolonged time to talk.

Yang Yishan's gaze had a discreet disdain.

Bai Xiaosheng pretended not to see, not caring.

After Yang Yishan left, Yang Xiaoyun smiled at Bai Xiaosheng and resumed the conversation.

This time, Yang Xiaoyun intentionally sped up his speech.

Bai Xiaosheng continued listening quietly, picking up a pen from the table to casually draw on a sheet of paper. It wasn't patterns or letters. Yang Xiaoyun glanced and saw it was purposeless scribbling, possibly Bai Xiaosheng's unique way of memorizing information.

Yang Xiaoyun spoke for about an hour, finally finishing his requests for price hikes.

This excluded additional conditions.

After finishing, Yang Xiaoyun sipped tea, clearing his throat, gazing at Bai Xiaosheng with a subtle smile, considering the young man who dared correct him.

"Mr. Bai, I'm done. It's your turn." Yang Xiaoyun grinned at Bai Xiaosheng.

Honestly, even for him as an industry veteran, remembering everything from the latter half took effort.

He doubted Bai Xiaosheng would recall everything clearly, which would be beyond extraordinary, almost superhuman.

Earlier, Bai Xiaosheng showed off.

Now, Yang Xiaoyun intended to give him a reality check.

While Yang Xiaoyun spoke, Bai Xiaosheng kept doodling on paper with his pen.

When Yang Xiaoyun finished, Bai Xiaosheng's pen stopped abruptly.

Bai Xiaosheng smiled calmly, "I assume the price increases Mr. Yang mentioned are already decided by your group, likely in digital form?"

"Am I speaking too fast for Mr. Bai to keep up? We have the data, but it's not easy to show you." Yang Xiaoyun replied with a grin.

"I don't need to see it; I believe once the deal is made, adjustments can be made to that document."

While speaking, Bai Xiaosheng handed the pen to Yang Xiaoyun, "My turn now. You might want to jot down anything requiring communication and feel free to interrupt me."

Yang Xiaoyun glanced at the pen Bai Xiaosheng offered, reached out, and took a piece of paper for himself before smiling, "Alright, Mr. Bai, start talking."

Yang Xiaoyun doubted Bai Xiaosheng could memorize everything in one go.

"Let's return to the beginning, starting with the price increase of oil and secondary energy..."

Bai Xiaosheng began calmly, without haste.

Initially dismissive, Yang Xiaoyun's eyes changed after hearing Bai Xiaosheng speak, as he conveyed the international product price fluctuations, regional trends, and the reasonableness of Yang Xiaoyun's price increase, advising how much to raise.

Bai Xiaosheng wasn't as verbose as Yang Xiaoyun, yet every comment hit the target, succinctly aimed at the core. Few words crushed Yang Xiaoyun's price hikes, leaving him speechless.

"Now, let's discuss the second item..."

During Bai Xiaosheng's discourse, Yang Xiaoyun attempted several rebuttals but was silenced by Bai Xiaosheng's ample reasoning.

"This young man was unexpectedly thorough in preparation! Excellent speaking skills!"

Even Yang Xiaoyun recognized Bai Xiaosheng's frightening adeptness in negotiation.

The innate poise, confident decisiveness radiating from Bai Xiaosheng was the unmistakable aura of a successful super businessperson!

Even Yang Xiaoyun felt a chill internally.

Bai Xiaosheng is no mere background character seeking prestige, but a genuinely formidable figure!

Through this notion, Yang Xiaoyun was tightly pressured by Bai Xiaosheng's arguments, several "struggles" proving futile.

Bai Xiaosheng's counter-offer precisely matched Yang Corporation's internal limit for price hikes, slightly above.

The precision and ferocity of his price slash was breathtaking!

After all-out rebuttal failed, Yang Xiaoyun looked somewhat disheartened.

"Mr. Yang, you must know, the development of Huaxia is ever-evolving, offering business opportunities unmatched elsewhere. We're not talking about one or two companies collaborating with you, but twelve, and that number might increase! Success benefits everyone! Failure harms us all! Hopefully, you'll keep things realistic, planning business with a long-term vision; my offer certainly rewards Yang Corporation!"

Bai Xiaosheng's remarks were highly persuasive, leaving Yang Xiaoyun unable to refute, burying his head in contemplation, sending frequent messages for communication.

Bai Xiaosheng waited, allowing him time.

After a while, Yang Xiaoyun finally raised his head, sighing, "Mr. Bai, your prices, my brother says, are acceptable."

With these words, Bai Xiaosheng also breathed a sigh of relief.

He finally fulfilled the expectations, aiding the trade delegation.

"However, we have some non-price conditions." Yang Xiaoyun said earnestly, "Those must be agreed to, otherwise, no deal!"

Hearing this, Bai Xiaosheng was intrigued, "Oh, Mr. Yang, do tell!"

Chapter 2496 - The "Perfect" Contract Signing

Yang Xiaoyun, after contacting his elder brother, the chairman of Yang Corporation, agreed to Bai Xiaosheng's offer, however, he also stated that in terms of cooperation, the Yang Family wants to add some conditions.

Regarding this, Bai Xiaosheng was also curious to hear what conditions they wanted to add.

In this matter, Bai Xiaosheng received full authorization from Dong Tianlu and the others, and he treated it as if it were his own business.

Yang Xiaoyun, hearing this, said to Bai Xiaosheng, "Mr. Bai, in the past, we were the sellers to your side, and we were responsible for transporting energy products from the mining area or factory to the port, then renting a cruise to transport them to Huaxia. This was an established process."

Bai Xiaosheng nodded.

"However, this year, the situation is a bit different. To reduce transportation costs, our corporation decided not to do this anymore."

Bai Xiaosheng looked at him.

"It's not just about cost factors, strategy adjustments; there's actually another reason: we are currently in a legal dispute with the original transportation company and have stopped cooperation. We lack hardware conditions in transportation, and our family is seeking new partners, but we haven't found a suitable one yet," Yang Xiaoyun said.

This speech helped Bai Xiaosheng understand.

"So, because of various reasons, Yang Corporation can no longer offer 'free shipping', right?" Bai Xiaosheng said.

As he spoke, Bai Xiaosheng's thoughts turned, and Red Lotus quickly searched for relevant news.

Indeed, Yang Corporation is currently taking the former transportation company to court.

Yang Corporation accuses the other party of negligence in a major accident and claims there are numerous transportation risks, while the other party accuses Yang Corporation of attempting to unilaterally breach the contract.

Involving two large commercial entities tearing each other apart, the situation is actually quite deep, and it's not something that can be understood by reading some reports.

Bai Xiaosheng just confirmed what Yang Xiaoyun said and did not delve deeper.

Yang Xiaoyun was initially stunned when Bai Xiaosheng mentioned the words 'free shipping', then he laughed and said, "Although our products are not express deliveries, understanding it this way is not bad. No longer covering transportation is also one of the reasons why we can easily reduce the price increase margin."

Bai Xiaosheng looked as if he understood, nodding slightly.

Just now, he was puzzled.

Puzzled why Yang Xiaoyun so easily 'compromised' and agreed to his price pressure.

Earlier, during the negotiation with Yang Xiaoyun, it didn't take much effort, even if there were disagreements in some aspects, they were resolved based on facts and data—everything went too smoothly!

Bai Xiaosheng never believed that business negotiations could be so relaxed.

If one says the Yang Family fears offending all their Huaxia partners and therefore gave way, that reason seems a bit weak.

In fact, the products held by the Yang Family don't really struggle with sales.

Businessmen seek profits; where is the reason for not earning real silver and gold?

Moreover, this involves the family's interests, and sometimes even the Clan Leader may not be able to so easily offer discounts.

So, Bai Xiaosheng kept wondering why Yang Xiaoyun and his family, regarding the price aspect, made a feint without giving way in public.

Now, it was clear; they intend to recover costs in transportation, no more 'free shipping'.

"But previous prices included transportation costs, if Yang Corporation no longer handles transportation, my side's transportation costs will surge, even if the other side lowers the price increase margin, calculating it... it's likely very unfavorable for us."

Bai Xiaosheng naturally would not agree.

If he agreed, he'd have no way to explain later.

Yang Xiaoyun hurriedly laughed and said, "Mr. Bai, you haven't heard me finish speaking. Don't hastily respond. It can't be that we raise prices and also push all transportation costs onto you. That's not reasonable, and it would make Yang Corporation seem too tactless."

Bai Xiaosheng waited for him to continue.

"In fact, we're thinking of confirming a new transportation plan with your side, meaning both parties share transportation costs based on a certain ratio, but you need to contact the transportation company and sign a contract with them," Yang Xiaoyun explained, "We are currently in a lawsuit with the former cooperative transportation company. Until responsibilities and issues are clarified, we don't want to introduce complications. Mr. Bai can understand this, right?"

With Yang Xiaoyun saying this, Bai Xiaosheng nodded.

Regarding the content of lawsuit accusations, Yang Corporation's decision has some validity.

More importantly, perhaps until Yang Corporation officially selects a new transportation partner, they don't want to casually collaborate with a transportation company to avoid media criticism and outside misunderstandings.

"I wonder how Yang Corporation plans for this cost-sharing on transportation," Bai Xiaosheng said.

Yang Xiaoyun proposed a plan.

Bai Xiaosheng contemplated briefly, calculating that the plan was not too unreasonable.

But considering the interests of his own business team members, Bai Xiaosheng pushed down a bit.

Unlike earlier concessions, this time Yang Xiaoyun shook his head directly, disagreeing with Bai Xiaosheng's offer.

Afterward, the two sides, like pulling a big saw, went back and forth, inch by inch, probing in non-compromise to find a balance point.

This time, Yang Xiaoyun finally seemed like a real shrewd businessman, not at all magnanimous.

Instead, it made Bai Xiaosheng feel he was more genuine.

The two argued for half an hour before finally reaching an agreement.

Bai Xiaosheng and Yang Xiaoyun both breathed a sigh of relief, looked at each other, and smiled.

"Mr. Bai, excuse the trouble. Just now, during the dispute, we both acted publicly, not privately, as circumstances dictated. You can understand this, right?" Yang Xiaoyun said with a smile.

Chapter 2497 - The "Perfect" Contract Signing (Part 2)

"What Mr. Yang said makes a lot of sense. Just now I was fighting tooth and nail as well, obliging someone else's instructions, beyond my control," Bai Xiaosheng said with a chuckle.

The atmosphere between both parties suddenly became much more relaxed.

"By the way, Mr. Bai, there's one more thing I need to clarify with you," Yang Xiaoyun seemed to recall something as he picked up his teacup but then put it down again.

Bai Xiaosheng looked at him curiously, "Please, go ahead."

"It's like this." Yang Xiaoyun leaned in a little and lowered his voice, "You have to find a transport company within the Aisha Emirate; you can't look elsewhere."

Upon hearing this, Bai Xiaosheng's gaze suddenly became curious.

"Why is that?"

"It's like this, our company here has signed an agreement with the Aisha Emirate's government to help them create jobs and boost their economic development. In return, they offer us preferential policies and tax exemptions," Yang Xiaoyun explained, "Due to some reasons this year, we haven't fulfilled our commitments, so we need to make it up in this regard. You understand, ha."

The reason was understandable.

However, Bai Xiaosheng frowned, "But this way, our choices become limited, don't they?"

Yang Xiaoyun quickly laughed, "In the Aisha Emirate, there are only two companies that meet the related transport conditions and have the necessary equipment. But currently, which of these two has

the capacity to take on your order is unknown. You'll need to negotiate with them yourselves; we can't interfere."

Seeing Bai Xiaosheng prepare to speak, Yang Xiaoyun hurriedly added, "Earlier, regarding the transport cost sharing ratio we discussed, due to this situation, we are willing to offer a further discount!"

Previously dead set on every inch, Yang Xiaoyun suddenly appeared more generous.

As if afraid Bai Xiaosheng might think he was bluffing, Yang Xiaoyun directly quoted a new number.

In this way, it turned out to be even more favorable than what Bai Xiaosheng initially proposed.

Bai Xiaosheng thought for a moment, then nodded.

Immediately, Bai Xiaosheng looked at Yang Xiaoyun with a half-smile and said, "Mr. Yang, suddenly becoming so generous, could it be that the Yang Corporation has already done its research and intended to use this cost-sharing ratio from the beginning? I guess you might have already known which transport company has the capability to take the big order and maybe already negotiated further cooperation with them."

This is not entirely impossible.

Otherwise, why would Yang Xiaoyun voluntarily concede?

Hearing this, Yang Xiaoyun immediately wore a bitter smile and said to Bai Xiaosheng, "Mr. Bai, you must be joking! We are currently in a legal dispute and selecting a new transport partner, so why would we risk causing new complications by hastily approaching a transport company for cooperation for petty gains? That didn't happen."

Yang Xiaoyun flatly denied it.

Nobody would admit to such a thing.

As for the truth, only the Yang family knows.

Bai Xiaosheng had received satisfactory prices and conditions, so he merely mentioned it casually and no longer paid attention to such matters.

"In that case, we will follow your advice and choose a suitable partner from the two transport companies," Bai Xiaosheng said with a smile.

Yang Xiaoyun's smile immediately broadened as he nodded repeatedly, raising his cup, "It's indeed a pleasure to reach an agreement with Mr. Bai."

"Wishing for a successful cooperation!" Bai Xiaosheng also raised his teacup and clinked it with the other.

Thus, this business negotiation was settled.

Both parties got what they wanted and were satisfied.

Yang Xiaoyun glanced at the time and clicked his tongue, "Ah, time has flown by. It was so enjoyable speaking with Mr. Bai that I lost track of time. We've been talking here for hours on end while the visit elsewhere should have concluded by now."

Indeed, it was already noontime.

"The tour should be over by now," Bai Xiaosheng added.

Yang Xiaoyun laughed heartily with Bai Xiaosheng, "Mr. Bai, let's have lunch together. I've brought a few chefs from home, all top-notch, and prepared a grand feast. Later, perhaps you could give it a try?"

"Much appreciated," Bai Xiaosheng replied with a good mood, smiling.

The two men, arm in arm in conversation, walked out of the VIP room toward the main reception room.

Right then, they happened to encounter Yang Yishan approaching.

"Yishan, how's it going? Have you finished the tour for our distinguished guests?" Yang Xiaoyun called out loudly.

Yang Yishan glanced at Bai Xiaosheng and then smiled at his father, "Dad, the morning tour activities have been completed, and Miss Tianlu and the others expressed great satisfaction. Now, should we proceed to the dining room for lunch?"

Yang Xiaoyun promptly nodded, "Go ahead and make the arrangements."

Yang Yishan did not hurry to leave, smiled at Bai Xiaosheng, and asked his father, "So, your conversation with Mr. Bai reached a conclusion?"

When looking at Bai Xiaosheng, Yang Yishan maintained a smile, but her eyes had a hint of curiosity about whether her father had managed to win over Bai Xiaosheng.

Perhaps, in her view, someone like Bai Xiaosheng was not even in the same league as her father; he was merely someone gilded by his background and certainly not a match for her father.

"Ahem, I had an exceptionally pleasant conversation with Mr. Bai, and we've reached consensus on many issues. After lunch, I will personally draft the contract, so don't worry about it," Yang Xiaoyun loudly said to his daughter.

Yang Xiaoyun also noticed that Yang Yishan seemed to have some disregard for Bai Xiaosheng, yet Bai Xiaosheng seemed indifferent to it all.

Having confronted Bai Xiaosheng face-to-face, Yang Xiaoyun knew this young man was not as naive as some might think. On the contrary, his negotiation skills, strategic thinking, and information handling

were mature and sophisticated, which even put pressure on him, sometimes more than seasoned businessmen like Dong Tianlu.

Chapter 2498 - "Perfect" Signing_3

My daughter being disrespectful to such a person is really inappropriate.

Yang Xiaoyun immediately felt somewhat solemn and said in a deep voice, "Yishan, Mr. Bai is well-versed in business strategies. I myself admire him greatly. You must seize any opportunity to seek his advice. If Mr. Bai can guide you on just a few things, it would benefit you immensely!"

The more serious Yang Xiaoyun became, the more Yang Yishan felt that his father was flattering Bai Xiaosheng in person, as if trying to entice him with illusions.

"Yes, Father, I understand. If the opportunity arises, I will definitely seek Mr. Bai's guidance," Yang Yishan replied, seemingly obedient with a smile.

"Mr. Yang, you overpraise me. I'm the one who needs to learn more from you," Bai Xiaosheng said with a smile, humbly.

Yang Xiaoyun courteously nodded to Bai Xiaosheng, noticing his daughter's unwillingness, understanding that a few words couldn't make her pay attention, and it wasn't suitable to say more now. He immediately waved her off to prepare the luncheon.

Yang Yishan accepted the task and left, while Yang Xiaoyun led Bai Xiaosheng back to the reception room.

In the reception room, Dong Tianlu and others were resting and waiting. As soon as Bai Xiaosheng and Yang Xiaoyun returned, everyone immediately looked forward expectantly and greeted them.

After a simple greeting, Bai Xiaosheng and Yang Xiaoyun immediately informed everyone present of what the two of them had agreed upon.

After all, the people present were the ones who were actually going to sign the contract with the Yang Family.

Upon learning the final negotiation results, Dong Tianlu and others were delighted.

The terms Bai Xiaosheng negotiated for them far exceeded their expectations!

Everyone also agreed to the transportation plan proposed by Yang Xiaoyun.

Yang Xiaoyun promised on the spot that before everyone left in the afternoon, both parties would be able to sign some contract agreements.

This made everyone even happier.

At the immensely harmonious moment, Yang Yishan came to invite everyone to move to the dining hall.

Having reached a cooperation intention, a celebratory drink couldn't be missing. Everyone promptly stood up, and accompanied by Yang Xiaoyun and his daughter, they went together to the dining hall.

Yang Xiaoyun told Bai Xiaosheng that he had brought a chef from their family. A master chef serving a large family indeed had superb skills, plus the ingredients were top-tier choices, carefully prepared, making every dish served extremely exquisite.

During the banquet, there was a lively exchange of toasts.

It could be said, guests and hosts all enjoyed themselves.

After the feast, Yang Xiaoyun asked Yang Yishan to lead everyone to rest while he personally drafted the contract agreements.

The afternoon's inspection arrangements would also be handled by Yang Yishan.

Thus, everything proceeded in an orderly manner.

After the afternoon inspection was complete, Yang Xiaoyun reappeared with the contract agreements, and he signed the contracts and agreements on the spot with eleven companies including Dong Tianlu.

However, given the substantial scale of all the cooperations, it was impossible to sign everything at once.

Yang Xiaoyun first signed agreements with everyone concerning transportation and some product contracts, which constituted about one-fifth of the entire business.

Those present understood this, and with existing partnerships, naturally agreed.

Seeing both parties delighted, Bai Xiaosheng was also very satisfied.

Today's inspection ended formally after the contracts were signed.

Considering the distance, Bai Xiaosheng decided to take his team to bid farewell to Yang Xiaoyun.

After a warm attempt at persuading them to stay, Yang Xiaoyun personally saw the business delegation off.

The friendliness between both parties was clearly evident.

As they watched the business delegation's vehicles leave, Yang Xiaoyun's smile gradually faded.

His passionate smile shifted to one of another meaning.

"Dad, everything worked out, much easier than we anticipated," Yang Yishan said with a cold laugh, looking in the direction the business delegation's vehicles departed.

"We still can't let down our guard, we need to get things done quickly!"

Yang Xiaoyun stared in that direction, his gaze fluctuating, and then added an unrelated comment, "That Bai Xiaosheng is no ordinary character! There's an unease I feel about him!"

Chapter 2499 - Minor Incident

On the return journey, Bai Xiaosheng specifically arranged for the dozen or so entrepreneurs who signed with Yang Corporation to gather together because he wanted to provide some additional clarification to them.

Previously, in the meeting room, Yang Xiaoyun only spoke to everyone about the new amendment regarding transportation and the cost-sharing plan, without mentioning any requirements for the choice of transport company.

Now, Bai Xiaosheng wanted to discuss this matter with everyone.

After hearing Bai Xiaosheng's words, the dozen or so entrepreneurs present did not react with any resistance.

"I know about this. The Yang Family indeed has some sort of agreement with the Aisha Emirate, providing employment opportunities and driving economic growth in exchange for policy support. We just don't know what the annual target is or why it wasn't met this year." someone said.

"If that's all there is to it, then it's not a big deal. It doesn't matter who we cooperate with; according to the Yang Family, we can give them face and bring down the cost, which is a win-win, right?" someone else remarked.

"Even if the Yang Corporation uses this opportunity to gain connections or benefits from one of those two transport companies, it's just normal business practice, so what's the problem..."

In response to Yang Xiaoyun's request, everyone found it reasonable and acceptable.

Everyone present was a successful businessperson. They weren't afraid of others profiting from collaboration because they understood a fundamental truth—that profitable business relationships are stable, reliable, and trustworthy, providing peace of mind.

"I must say, Mr. Bai, it's fortunate that you stepped up for us. Though you say it simply, we all know how tenacious Yang Xiaoyun of the Yang Corporation can be; managing to negotiate the price down is truly admirable." Dong Tianlu said loudly.

Lu Tiandao, Zhang Qinglin, Wang Xuantian, Lin Tianyi, and others also took the opportunity to praise him.

With their praises, the other big business players naturally nodded frequently, casting looks of admiration at Bai Xiaosheng.

The harmony between them showed that Dong Tianlu and the others were setting me up to establish reputation and authority, preparing for a future business alliance.

Bai Xiaosheng naturally understood the intention of Dong Tianlu and the others.

"Gentlemen, you flatter me; I'm merely fulfilling my duties. Having been entrusted with the role of leader, I naturally try my best and spare no effort." Bai Xiaosheng maintained a degree of humble courtesy while accepting the earnestness of Dong Tianlu and the others.

"Mr. Bai is too humble!"

Everyone praised once again.

Seeing everyone's attitude, Bai Xiaosheng took the chance to propose, "Gentlemen, this business negotiation was successful thanks to our unity. I believe that in the upcoming operations, it's best for everyone to stick together. For example, when we approach the transport company, you should select a representative to act in unison; this will simplify processes and minimize unnecessary steps, as well as reduce risks."

Everyone nodded at Bai Xiaosheng's suggestion.

"In my opinion, moving forward, we should trouble Mr. Bai again to take the lead in securing the transport company." Dong Tianlu proposed, "All of us here need to quickly complete the follow-up preparations for cooperation with the Yang Corporation."

This proposal resonated well with everyone present.

"Yes, this is a good proposal."

"I agree."

"I also agree."

Everyone nodded, looking at Bai Xiaosheng with anticipation in their eyes.

"Since that's the case, as the leader, I'm willing to make the trip for everyone. However, at that time, it might be necessary to negotiate with someone, so I ask if any of you here would accompany me," Bai Xiaosheng said.

Everyone thought it was a good idea.

Amidst the many recommendations, Dong Tianlu became the one to accompany Bai Xiaosheng.

After that decision was made, someone voluntarily approached Bai Xiaosheng and said, "Having benefited from Mr. Bai's assistance multiple times, upon returning home, I hope to establish a strategic partnership with you, Mr. Bai, and I look forward to being friends!"

This proposal caught everyone's attention.

Dong Tianlu smiled from the side and said, "Partnering with Mr. Bai is very rewarding; I can testify to that."

"Yes, the thing I least regret is establishing a long-term partnership with Mr. Bai." Lu Tiandao said with a smile.

"And my biggest regret, do you know what it is? It's that I met Mr. Bai too late," Lin Tianyi added with a laugh.

With everyone hyping it up, the others became eager, expressing their desire to establish cooperative relationships with Bai Xiaosheng as well.

Bai Xiaosheng smiled, thanking everyone for their recognition.

Thus, securing the transport company was concluded, and after some more discussion, everyone returned to their seats to rest.

Dong Tianlu sat down next to Bai Xiaosheng.

The two leaned in to chat.

Others might have thought they were discussing transport company matters, but in fact, they were talking about something else.

In a voice barely audible to a third-person nearby, Bai Xiaosheng said to Dong Tianlu, "That Mr. Chen who said that he wanted to establish a strategic partnership with me when we return— isn't it that you guys had already persuaded him from the start?"

The previous scene was a performance.

With Bai Xiaosheng's perspective, he naturally saw through the acting.

In this world, there aren't many like Yang Xiaoyun who can even deceive themselves, and whom Bai Xiaosheng can't see through clearly.

"Didn't the performance go well? This time, we've handled things beautifully, and the business alliance is solid," Dong Tianlu admitted.

Chapter 2500 - Minor Issue (Part 2)

Bai Xiaosheng naturally knew this was also well-intentioned, he smiled and didn't say much.

"When is it suitable to visit the transportation company?" Dong Tianlu asked.

Actually, those two companies, their information had long been in Bai Xiaosheng's mind, one was closer, in Lin City, and the other farther away, in a city eight hundred kilometers away.

It's not that the Aisha Emirate is vast, but their national territory is long and narrow, and those two companies are in the southernmost and northernmost cities.

"The nearest one, we can go tomorrow, the farthest one, that's troublesome." Bai Xiaosheng said.

As Bai Xiaosheng was speaking, Red Lotus continued to search for online information related to those two companies.

When a certain news item was found, Bai Xiaosheng couldn't help but raise his eyebrows, his expression shifted.

"What's wrong?" Seeing this, Dong Tianlu was curious.

Bai Xiaosheng looked at her and said, "No need to go to the farthest one."

"Why?" Dong Tianlu asked curiously.

"I searched on my phone before I left." Bai Xiaosheng shook his phone and said, "Found a piece of news, the farthest transportation company just signed a contract with a big company from America, the report says it will occupy all their transportation capacity, and that company has urgently ordered various transportation tools, including vehicles and planes. It seems they don't have extra capacity for our business."

Dong Tianlu was amazed, "Really!"

Bai Xiaosheng quickly input some keywords on his phone, found the news, and handed it to Dong Tianlu to see.

"The news was released this afternoon, quite coincidental." Dong Tianlu's eyes flashed, she asked Bai Xiaosheng, "Do you think the Yang Corporation knew about this news in advance, and the other company, is not Yang Corporation's, right."

Dong Tianlu meant that Yang Xiaoyun was looping around, letting Bai Xiaosheng and the others take care of their own business.

Bai Xiaosheng laughed, "I checked the information on that company, it has no relation with the Yang Family, and besides, if it were really Yang Corporation's transportation company, would they need to hire an outside company, would they need to now go to court with that transportation company."

Dong Tianlu also laughed, returning the phone to Bai Xiaosheng.

"Then tomorrow, we'll make a trip to finalize the transportation matter, if this company doesn't work out, we can just return the request to Yang Xiaoyun, after all, we can't be blamed at that point."

Bai Xiaosheng nodded.

...

Once back at their residence, Bai Xiaosheng let everyone go back to rest, while he went to see Hou Yuncheng and described the details of today's tour and inspection.

Hou Yuncheng praised Bai Xiaosheng for facilitating cooperation between both parties, asking him to cancel everything tomorrow and go with Dong Tianlu to see the transportation company.

Although that transportation company is not on the inspection list, if both parties reach cooperation, it would be a successful collaboration between the Huaxia Business Group and the local business community, which is also extremely beneficial.

Hou Yuncheng also said he would ask the Aisha Chieftaincy State Business Department to send someone to accompany Bai Xiaosheng and Dong Tianlu, perhaps further promoting cooperation with that transportation company.

Bai Xiaosheng naturally expressed his gratitude for the help provided by Hou Yuncheng.

After leaving Hou Yuncheng, Bai Xiaosheng returned and called Lin Weiwei and Lei Ying, indicating they wouldn't need to follow tomorrow, they'd stay there and continue to work on preparations related to Bichi City.

"At that time, if Xiaosheng needs anything, needs manpower, won't there be no one available?" Lin Weiwei said worriedly.

In response, Bai Xiaosheng smiled, "Don't worry, we're delivering a big business to them, if there's an issue, it's their problem. Even if the other party can't take on this big order, we just come back and return the request to Yang Xiaoyun, no need to overthink it."

With Bai Xiaosheng saying this, Lin Weiwei nodded and felt relieved.

That evening, Bai Xiaosheng rested early, and the next morning, he got up, met Dong Tianlu in the restaurant of their residence.

The two chatted about the itinerary while having breakfast.

After eating for a while, Hou Yuncheng also came with people.

Hou Yuncheng brought someone who was an official from the Aisha Emirate Business Department; last night Hou Yuncheng said he would contact them for help, and someone arrived this morning, showing how much the Aisha Emirate valued the Huaxia Business Group.

Everyone exchanged pleasantries, and the official was quite approachable.

Soon it was time, Bai Xiaosheng, Dong Tianlu, and the official agreed to set off, while Hou Yuncheng personally saw them to the elevator, watching them enter.

The vehicles outside were ready, Bai Xiaosheng and Dong Tianlu shared one, while the official traveled with his assistants in another, heading directly to their destination—Dick City's Maiwen Transport Company.

The journey went smoothly.

Along the way, Bai Xiaosheng and Dong Tianlu weren't worried about the success of the trip, they chatted about the commercial progress in Bichi City, as well as creating more connections and alliances with more businessmen upon returning home.

After all, joining the same business group is fate, and with such a great opportunity, how could you not seize it to maximize connections?

Bai Xiaosheng also told Dong Tianlu that Lu Yun and Jia Chengshan were also inviting business alliance partners in the other half of the business group, and their progress was faster, with higher success.

"After all, one is Lu Yun, the other is Jia Chengshan, two giants with such reputations naturally have more appeal." Dong Tianlu laughed.

"We're not any less remarkable, alright." Bai Xiaosheng laughed.