

CLIENT – How much will it cost to do this job?

CONTRACTOR - 1.5million

CLIENT – That's too expensive for this job!

CONTRACTOR – How much do you think it should cost?

CLIENT – 800k max! It's a simple job!

CONTRACTOR – I can't do the job for so little.

CLIENT – People in your line of work wants to make a huge profit!

CONTRACTOR – I'm sorry you feel this way. Why don't you do the job?

CLIENT – But, but, I don't know how to do any of that.

CONTRACTOR – For 300k, I can teach you everything you need to know to do the job.

You can then use 800k to do the job, and you're still saving 400k . Also, you will obtain all the knowledge and the experience for the next time you need to do this job.

CLIENT – Deal!

CONTRACTOR – Great! To start, you need to buy tools. You will need a chipping hammer, a nail gun, a laser, a drill, a mixer machine, Grinder, PPE, and some other things.

CLIENT – But, I don't have any of those tools and I can't buy all that for just one job!

CONTRACTOR – Ok. I can rent you my tools for another 150k. You're still saving 250k.

CLIENT – That's cutting my savings, but I will rent your tools.

CONTRACTOR – Perfect! I'll be back Saturday and we can start.

CLIENT – Wait! I can't Saturday. I only have time today.

CONTRACTOR – I'm sorry, I only teach others on Saturdays. I have to prioritize my time and my tools needs to be in other jobs I have during the week.

CLIENT – Ok then. I will sacrifice my family's plans on Saturday.

CONTRACTOR – Right, me too! Oh, I forgot. If you're going to do the job yourself, you need to buy the materials. There's a high demand nowadays, so your best bet is to get a truck and be at the hardware store by 6am before other contractors get there.

CLIENT – AT SIX IN THE MORNING? On Saturday? That's too early for me. I don't even have a truck!

CONTRACTOR – I guess you'll have to rent one. By the way, do you have some helpers to help you load the truck?

CLIENT – You know what? I've been thinking. Probably it's better for you to do the job. It's better to pay you to do the job right and not having to go through all that hassle.

CONTRACTOR – Good thinking. Sign here and let me get to work.