

# 3 Negotiate Tactics Template

Hi,

You are one of the supplier that we want to go with. The samples you've sent us are of very good quality. We have some things we'd like you to modify **[Write all the things here – including logo, color or other design]**.

We need **[Write half of the number you're looking for]** units. What are the best price you can get us?

Best Regards  
**[Your Name]**

*Now we start negotiate...*

Hi,

The price point you sent us is OK, but still it's not as competitive as we wished for so we have an proposal for you. What if we where to order **[The real number]** units from you?

What are the best price you can give us then?

Best Regards  
**[Your Name]**

*If your still not satisfied...*

Hi,

We are currently rebranding and rebuilding our company and are having big plans for the future. We are looking for a supplier that can stay with us for the coming 10, 15 or even 20 years to come.

If you are interested in starting a long-term relationship with us, please let us know your final offer before we move on with other potential companies.

We are waiting for your answer.

Best Regards  
**[Your Name]**