

Cheapskates Journal's Top 5 Bartering Tips

This Tip Sheet was produced by Cheapskates Journal
www.cheapskates.com.au

Know what you want. Research your item and the price at different stores. Use catalogues, flyers, the internet and don't forget to ask other people where they get their best deals.

Know how much you are prepared to spend. Set your budget and stick to it. Take into account delivery time and delivery charges.

Start with the question "What's your best price?" Don't get tricked into telling them what you can afford or how much you want to pay first, let the salesperson give you a price. With that, you have bargaining power. **Always be polite and friendly.**

Be prepared to haggle. Ask another question "How much for cash?" if you are paying cash. Wait for their response and then ask for Seniors discount if it applies, or if they would throw in delivery, installation, etc. Always be appreciative of a discount – a dollar in your pocket is better than a dollar in someone else's!

Value Add. Ask how much if you buy another item e.g. a lounge suite and a flat screen TV, a washing machine and a dryer, a TV and a DVD player, a dress and a pair of earrings, shoes and a handbag, etc

*Cheapskates Journal—
Showing you how to cut the cost of
everyday living and still have fun!*
