

## Simplified Speech #144 – Buying and selling used things

### Episode description

Have you ever bought or sold something used online? That's the question that Andrew and Suzanne discuss in this Simplified Speech episode. Andrew talks about some sales he's made recently, and Suzanne shares some crazy stories about different experiences she's had as both a buyer and a seller.

Simplified Speech episodes feature two native English speakers having clear, natural, and easy-to-understand conversations about interesting topics, like buying and selling used things. This helps improve your English listening skills and, through listening, helps you speak English naturally.

### Fun fact

Launched in 1995, Craigslist was the first online buying and selling website in the world. Twenty-six years later, it is the largest online marketplace for people to buy and sell used things. In fact, it's the 33rd most viewed website in the world!

### Expressions included in the study guide

- Jump on [something]
- Out of place
- X Millennial
- At the cusp
- This puppy
- Room for [negotiation]





---

## Transcript

---

Note: The words and expressions that appear in **bold text** within the transcript are discussed in more detail in the Detailed Explanations section that follows the transcript. The transcript has been edited for clarity.

---

**Andrew:** Hello, everyone, my name is Andrew.

**Suzanne:** And I'm Suzanne.

**Andrew:** And you're listening to the Culips English Podcast.

Hello, friends. Welcome back to Culips. You're listening to Simplified Speech, the Culips series that features clear, natural, and easy-to-understand English conversations about interesting topics. Today, I'm joined by my cohost, Suzanne. Hey there, Sue.

**Suzanne:** Hey, Andrew. Hi, listeners. Today, we're going to talk about buying and selling used things, Andrew. But before we do that, we should let everyone know about the study guide so they can follow along as they listen today.

**Andrew:** All right, Suzanne, that is a great idea. So, everyone, the study guide for this episode includes the transcript, detailed vocabulary explanations and examples, a quiz, and more. You can download the study guide in a PDF file and print it off. Or you can view a mobile-friendly version that looks great on smartphones. And to access the study guide, all you need to do is visit our website, [Culips.com](https://www.culips.com), and sign up and become a Culips member.

**Suzanne:** And we also want to give a shout-out to one of our listeners, Andrew. Our listener's name is Wynn and Wynn is currently living in Texas.

**Andrew:** Suzanne, would you call Texas your home state?

**Suzanne:** It's weird because I lived part of my life in Texas. I've only lived there about 6 years of my life but my family does live there. So, I guess I would call it my family state right now. I don't feel like it's home necessarily, yeah.

**Andrew:** And is Texas nicknamed the Lone Star State or the Big Star State? I can't remember.

**Suzanne:** The Lone Star State.

**Andrew:** Lone Star State. And is it true that people in Texas actually say howdy? Is that true?



**Suzanne:** Honestly, maybe as a joke. I don't know if they really say it, like for real. But they definitely say y'all.

**Andrew:** Y'all.

**Suzanne:** Y'all, y'all is all the time.

**Andrew:** Y'all is all the time. Well, howdy, anyways, to Wynn who is listening to us in Texas, and thank you so much for the glowing review and five-star rating on Apple Podcasts. Everyone, I'll share Wynn's message with you now. Wynn wrote, "If you're familiar with this greeting, Hello, everyone, or you feel like Andrew's voice just comes up in your mind, you're already such a big fan of Culips like me. Three things I did to convey my gratitude for Culips are writing a great review with five stars. Introducing Culips to my friends, and becoming a Culips member." Wow, Wynn, you have been a great help to Culips, indeed. Wynn continues, "To tell you the truth, I've been receiving a lot of compliments from friends. They said, 'Your English skills are improving. Wow.' So thank you, Culips. And every host, I'll keep learning English with you all. I'm a Korean person who lives in Texas. English was actually not my thing, but now I'm enjoying it. Stay cool and well."

**Suzanne:** Wow, that was great.

**Andrew:** Yes.

**Suzanne:** What an awesome review. Thanks so much.

**Andrew:** So, listeners, leaving a positive review and a five-star rating on Apple Podcasts or whatever platform you use to listen to Culips helps more English learners from around the world find Culips and study with us. So, if you could find the time to leave just a short review, we would really appreciate it.

OK, Sue, I think we have all of the announcements out of the way. So, let's get started with this episode. As you mentioned earlier in the show today, our topic is buying and selling things online, buying and selling things online. And, Suzanne, the reason why I thought it would be fun to talk about this today is because recently I've been doing a lot of this. I have been using an app that is very popular here in South Korea, where I live, called Karrot Market, I guess is the translation, Karrot Market. And it's a fun app where you can advertise products and sell them easily through the app, or you can shop for used products, also easily through that app.

And I think, as you know, and as our listeners know, I recently moved to a new place. And moving is the perfect time to shed a lot of the things that you own that maybe are just collecting dust in the cupboard or something. You don't really use them very often. So, my wife and I have been selling things like crazy on Karrot Market recently. So this topic came to mind.



**Suzanne:** That's really cool. And what kinds of things have you been selling? If you don't mind me asking?

**Andrew:** Well, lots of things, actually, mostly just household products. Also a lot of items for our dog that we actually don't use very often. When we first got our dog, Pinky, you know, we are new dog owners, and we thought we needed everything. So we bought so much stuff for Pinky, he was really spoiled at the start when he first started living with us. But as we got to know him a bit better and got to find out what he likes and doesn't like, we realized there's just a lot of dog stuff that we have that he doesn't use very often. And so we didn't just want to throw that stuff out, so we sold a lot of that.

And just odds and ends from around the house. I sold a hiking backpack that I actually won during a marathon that I was in before the pandemic. One of my prizes for finishing the marathon was this hiking backpack, but I haven't had the opportunity to use it. It was just collecting dust in the back of my cupboard. So I put it up on Karrot Market to sell it. And I guess I listed it for too low of a price because I put it up for sale for around \$10 American, probably be around \$10 American.

**Suzanne:** What? That's so cheap!

**Andrew:** And that day, it was pouring rain. It was absolutely pouring rain. And within, like, 30 seconds, we got a message from somebody who wanted to buy the backpack. And they're like, "I'll come and meet you right now." I'm like, "It's pouring rain." "I really want the bag." OK, so I sold the backpack. And maybe in the end, I sold it for ...

**Suzanne:** Too little. Yeah.

**Andrew:** I guess, yeah. I had to go outside and meet this guy in the pouring rain, but.

**Suzanne:** For 10 bucks.

**Andrew:** For 10 bucks. It felt good to sell it, though. I was happy with it.

**Suzanne:** Yeah. In Canada, we have what's called Kijiji, which is the same thing, a website and app where you can sell your stuff or buy stuff that you're looking for secondhand. And I think it's similar to Craigslist in the US, as well. There's also an app here called Letgo. So, yeah, Letgo is more interesting because it's faster. I find the response is quite quick. And the app is a bit more, it's seamless. And so people can really message you privately, in a very free-flowing way. It's a simple click on the name, boom, you're in a private message and you can ask. So it's great, because you can really **jump on those deals** if you're buying something, like your person who bought the bag for \$10. It's easy, because you just click, click and you send a message really, really fast.



So, yeah, it's interesting. We just sold, Olivier used to have a motorcycle, and he doesn't have the motorcycle anymore. He hasn't had it for a while, actually, maybe 10 years, but we have had these motorcycle helmets, and they're big, and they really are, you know, just up on the shelf and they're an eyesore in our living room, meaning everything looks like a living room should and then your eye goes to these big helmets, and it just looks like it's **out of place** and it looks ugly. So they're an eyesore. And he finally sold them, which was great and we were like high-fiving, yes, they're gone. But it was great because they made someone very happy who needed new helmets and they weren't very used. And so that made it a good deal for someone. Yeah.

Have you ever bought anything on Karrot Market or another used goods app?

**Andrew:** I mean, I used to do this when I was younger. I remember when the Nintendo 64 first came out. Suzanne, do you remember the Nintendo 64?

**Suzanne:** Andrew, I was around for the original Nintendo.

**Andrew:** So was I, Suzanne.

**Suzanne:** Nintendo 1.0, OK? Of course I remember Nintendo 64. I'm older than you, I remember.

**Andrew:** I don't know if you were into video games or not. I guess that's what I was wondering.

**Suzanne:** I'm like **X Millennial**, right? I'm, like, right **at that cusp** of Gen X and Millennial. So I definitely remember Nintendo 64. Yes.

**Andrew:** So when Nintendo 64 was released, I'm going to take a guess and say it was sometime around 1995 or 1996. I was born in 1984. One of the great things about my birth year is that it corresponds with the grade that I was in at school at the time. So for example, in 1994, I was in grade 4. In 1995, I was in grade 5. So it's very easy for me to kind of put a date to when I was in school. So I think if Nintendo 64 was released around '95 or '96, then I would have been, you know, in my later years of elementary school. And of course, like all the kids in my school, I wanted a Nintendo 64 but it was expensive and my parents didn't buy one for me. However, my brother and I, we had a paper route and we delivered newspapers, which is crazy to think, because we were just, you know, young kids, but we delivered papers and made money. And we bought a Nintendo 64 through the classifieds, because this is kind of pre-internet. I don't think we had internet at my house at that time yet.

**Suzanne:** I'm not sure.



**Andrew:** I mean, internet would have been around, but I don't think my house was connected yet and definitely Craigslist probably wasn't around at that time. So, I remember, you know, we had lots of newspapers around because we delivered newspapers. So we would look in the classified ads. Classified ads are the buy and sell ads in a newspaper. Of course, this has all been moved online these days but, yeah, we found a Nintendo 64 and bought it that way. That's one thing that sticks out, but you know, when I was playing music regularly, as well, I would buy and sell a lot of gear online. I bought a lot of amplifiers and guitars and effect pedals online, but.

**Suzanne:** Yeah, because those are things that are expensive, but you don't know how long you're going to use them for. And it's better to buy used because you can get a really good brand, right? A really high-quality brand of equipment for a lot less. So I think that that's a really good item, like those are great items to buy and sell used.

**Andrew:** Those kinds of things, like musical instruments and equipment, as well, often vintage, old things are the ones that you want to buy, like, especially when it comes to guitars and guitar amplifiers. Often the ones that are from the '60s and the '70s are much better made than the ones that you can buy these days, you know, often they're hand built, or made by a real craftsman. And these days, if you want to get that quality, you have to pay a ton of money. The ones that are kind of cheap or affordable are usually just mass produced in factories. So if you buy something used, then it's usually a much, much better product, so.

**Suzanne:** I have a funny story about selling something that I had kind of a weird feeling about. We renovated our kitchen a few years ago. And there was this kind of butcher block table type of thing, like a countertop that I had from New York, something that I moved from my New York City kitchen to here. And it was made by a carpenter and it was solid wood and really well made. And I loved it, but it just didn't fit anymore in our decor in our new kitchen. And we didn't need it. We had plenty of counter space with the new kitchen. So we sold it on the Letgo app. And it was my first experience with the Letgo app. And this guy pounced, he just **jumped on this thing**. And I sold it for like 150 bucks, because I paid \$300. And it was really well made.

**Andrew:** Sorry, Sue, I'm just going to interrupt you to explain that word you just used, because that was a great vocabulary word that you chose to use there. To pounce on something means to take advantage of an opportunity really, really quickly, right? So, you put this butcher's block up for sale and the guy pounced on it and bought it right away, or expressed interest in buying it right away.



**Suzanne:** Yes, his interest was quick and he messaged me right away. And he **jumped on the deal**, right? And what made me feel weird or worried was that he just would message me all day long, like he wanted to talk and chat. So he would message me about the item, it would start about the item, and then it would strangely go into personal questions. And so this was very confusing and scary, but he was willing to pay my price. So I kept talking to this person and finally he wanted us to deliver it to his house, so we did. And he even asked us to come into his place, like to bring it into his apartment.

**Andrew:** Did he give you a delivery fee?

**Suzanne:** No, I know, I was thinking that and, and then we brought it into his house, and I started to feel scared and creepy. Like, oh gosh, are we being lured into his home? Is he gonna do something scary? I don't know. I don't know this guy.

**Andrew:** To try and trick you into coming into his home.

**Suzanne:** Exactly, entice us, right? To bring us into his home and trap us in his house.

**Andrew:** Yikes.

**Suzanne:** And he started to sell things to us. "Do you guys need a bookshelf? Look at this bookshelf, I'm selling this bookshelf. Do you want to buy that?" We're like, "No, we're not interested in any furniture. We want to get rid of furniture. We're not looking to buy." And he kept showing us. "Do you like this picture? Look at this picture. Why don't you buy this picture?" And then maybe a garbage can, "Do you like this garbage can? Why don't we work out a deal? I'll give you all three of those." Finally, we're like we really need to go, we're meeting a friend for lunch, we have to go. We didn't actually have a lunch date but we did get out of there. And we got in the car and we drove away. I had the money in my hand. I gave him the butcher block. And I was, like, phew. Let's go. And we just, like, sped away and we raced off. And, yeah, we got out of there. So, it was a little creepy, little awkward and creepy. That was a weird experience.

**Andrew:** That does sound like a pretty crazy story, I'm glad you're OK. I'm glad that nothing really bad happened. But that brings up a good point, and that is that you have to be really careful when buying and selling things online because you never really know who's on the other end of the transaction, right? If you're selling something the buyer could be a little bit creepy.



It kind of reminds me a little bit about me and my wife selling things recently on Karrot Market, because my wife has been the one doing all of the posting and talking to the people who want to buy the products and sort of doing the typing on the app, right? She's Korean, we live in Korea, so it's easy for her to do all of that kind of thing. But I'm the one who goes out and actually meets the seller and collects the money and makes the transaction. Now, we always meet in a public place, we don't want people coming to our house, knowing where we live, that kind of thing. So we always just meet in a public place, but it's always a little bit funny to see the reaction on people's faces when they see that it's me, a foreigner collecting the money and giving them the product. I think they're expecting to see a Korean person and then suddenly, I'm there, hello, and I make the transaction.

**Suzanne:** That's so funny.

**Andrew:** So it's true that you never really know who's going to be on the other end of things, but I think the best way to avoid any complications is just to meet in a very public place. I know that back in my hometown, actually, even the police station downtown has a little area in front of the police station where people meet to exchange products when they buy and sell things online, so.

**Suzanne:** That's great.

**Andrew:** That's, you know, a really safe place to do it, right in front of the police station. Hopefully doing it that way will ensure that, you know, no scammers or evil people take advantage of you in any way.

**Suzanne:** Yeah, and I'm sure this guy was harmless in my experience it, with that Letgo app. I'm sure he was just awkward but it freaked us out. So I think you're super right on that one, Andrew, go in a public space.

And I just have one more question for you. Have you ever had to, like, negotiate or haggle with people about the price?

**Andrew:** Good question, negotiate or haggle. Haggle means pretty much the same thing as negotiate, right? Trying to get a cheaper price if you're the buyer, or maybe more money if you're the seller, going back and forth, negotiating the price, haggle. Not really. I never meet the person who's going to sell something and then offer them—I sometimes do make an offer but I always do it during my first message, right? It's like, "Oh, hey, I like that product that you're selling for \$50. Would you take \$45 for it? I'll give you \$45 for it." I'll make a negotiation like that. And that gives them the opportunity to refuse it or to accept it. But I would never meet the person and then on the spot be, like, "Hey, can I get a discount?" I think that's a little rude.



**Suzanne:** Yeah. When we were going to school at Concordia, I had that happen to me. I was selling some designer bags that I had from New York City, because in New York City, it's a little more fashion-forward. No offence, Montreal, it is very fashion-centred here, but I would say probably a lot more fashion-forward in New York. And the pressure to have a designer bag maybe is a little more in the forefront of your mind more. There's more pressure to be, you know, trendy, and it's more apparent there. And I had a bunch of designer bags and not a lot of places to bring them and showcase them and not a lot of storage. So I said, "All right, it's time to sell **these puppies**." So I put them on Kijiji, and I made, like, individual prices. And then I also made, like, a price for all three or something like that.

**Andrew:** A bundle price.

**Suzanne:** Yeah, like, buy all three together and you'll get like a little bit of a discount. And I put these so low. I mean, I was selling bags that were like \$500 US for like \$50 Canadian. I mean, it's, come on, OK?

**Andrew:** A good deal.

**Suzanne:** They were barely used. I mean, I kept them very nice in bags. I kept the bags in bags. So they were very protected and well cared for. And this woman decided to haggle me. And I think I gave her like two for \$60 or something, like, something ridiculous. And she was trying to get me down and I just looked her in the eye and I said, "Ma'am, no. I'm sorry. I did not come all the way down here to downtown to meet you. I'll take my bags back. I'm not taking less than \$60." Like, we already went over this. She already negotiated with me and haggled and I got down to \$60 for two and she was, like, wanted it for less or something. Anyway, I was like, no, it's not happening. And so, yeah, she didn't get her deal. But I was so mad because it was, like, we had already established a price. We already negotiated, like you said, pre-meeting, and then when we got there, she was changing her mind. And that just made me so mad. So I said, N-O, no.

**Andrew:** You know, in North America, we don't have too many opportunities to negotiate prices or to haggle. I think there's a little bit of **room for that** when you're buying something really expensive, like a house or a car. Maybe you can put in an offer and sometimes it will be accepted. But you know, like, in many countries, it's OK to haggle at the market, for example. But Canadians and Americans, we don't really do that. But this is one place and one time when you can haggle and it's not inappropriate. And that's when you're buying or selling something used. So, that's, it's kind of interesting how that does exist in our culture, just in a very specific place and at a very specific time.

**Suzanne:** This has been such an interesting conversation, Andrew. And we actually love to pose this question to you listeners, have you ever sold or bought anything online? Or maybe you have an interesting experience doing so. Please let us know. You can email us your stories or questions or thoughts at [contact@Culips.com](mailto:contact@Culips.com). We'd love to hear your experiences with buying or selling used goods.



---

**Andrew:** That's right. Don't be shy, feel free to send us a message.

And if you like studying with Culips and you find us very helpful for your English learning, then we'd really love it if you could support us, just like Wynn did. And you can do that in many different ways. The best way is by signing up and becoming a Culips member on our website, Culips.com. But that's not the only way. You could also tell your friends who are learning English to check out Culips. You could follow us on social media. And you could leave us a five-star rating and a nice review on Apple Podcasts or your favourite podcast app.

That is it for us for today, but we'll be back soon with another brand-new episode and we'll talk to you then. Goodbye, everyone.

**Suzanne:** Bye, guys.



## Detailed Explanations

### Jump on [something]

Phrasal verb

To **jump on [something]** means to start, accept, or become involved in something early. You **jump on something** so you can get an advantage. In this episode, Suzanne talks about how easy it is to buy and sell things on the app Letgo. She says, “You can really **jump on those deals** if you’re buying something.” By this, she means that because the app is easy to use, people can quickly find and accept good deals—like low prices.

**Jump on [something]** is like **pounce on [something]**, which is also used in this episode. **Pounce on [something]** works best when you’re specifically making money from your quick action. Suzanne could have said, “You can really pounce on those deals.” However, **jump on [something]** can be used for any situation where you might get an early start. You could say, “I **jumped on the project** the minute I got it from the teacher.” But you wouldn’t say, “I **pounced on the project.**”

Here are a couple more examples with **jump on [something]**:

**Russell:** Man, I really need a new laptop. Mine is so slow, and it stops working at least once a day.

**Yuki:** Have you taken it to a repair shop to see if it can be fixed?

**Russell:** No, I don’t think this is a fixable problem. I think it’s just old. But I don’t have enough money to buy a new one right now.

**Yuki:** Hmm. Want me to talk to my brother? He might be able to get you a deal on one where he works.

**Russell:** Oh, could he? If he can, I’ll totally **jump on any deal** he can give me.

**Yuki:** Let me ask him. I’ll let you know!

**Katashi:** You’re on holiday next week, right? Is someone covering your shifts?

**Mia:** I am! Sarah’s **jumping on my shifts** to make sure our project doesn’t get behind schedule while I’m gone.

**Katashi:** Great! Well, have fun next week. See you when you get back.



## Out of place

### Idiom

When something is **out of place**, that means it is in the wrong position or it doesn't belong where it is. This might mean that the item wasn't put away. For example, you could say, "The apple was **out of place**, so I put it back in the fridge." Or it could mean that the item doesn't match the other items around it. For example, you could say, "That apple looks **out of place** in the bowl with the oranges."

When someone is **out of place**, that means they feel uncomfortable in a situation or location, or they don't feel like they belong. For example, you could say, "When I was a new student, I felt really **out of place** in class."

Here are a couple more examples with **out of place**:

**Samantha:** Oh, what about this table for our living room? It's the right height and length for our couch. Just imagine a bowl of popcorn here, and our drinks.

**Amir:** Hmm ... I dunno. It's a nice table but isn't it too dark? It might look **out of place** with our other furniture.

**Samantha:** It'll be an accent piece! You know, something that's different and stands out.

**Amir:** Let's keep looking and if we don't find anything else, we'll come back for this.

**Natsuki:** Thanks for inviting Kieran and me to your party last week. I had a wonderful time.

**Oliver:** I'm so glad you both came! It was awesome to finally meet Kieran. You've told me so much about him, so it was nice to be able to talk to him. Though, can I be honest?

**Natsuki:** Yeah, of course. What's up?

**Oliver:** Well, Kieran didn't look like he was having a fun time. I felt bad.

**Natsuki:** Oh, no. Don't feel bad. He's shy, and he felt a bit **out of place** since we all know each other and have all our jokes. But he had fun, I promise.

**Oliver:** Oh, good! I'm glad. He'll have to come out with us more so that he can understand our jokes.

**Natsuki:** I agree! I'll see what I can do.



## **X Millennial**

Noun

**X Millennial**, sometimes referred to as **Xennial**, is the term for someone born between 1977 and 1983. **X Millennial** includes people born at the end of Generation X (1965-1980) and those born at the beginning of the Millennial generation (1981-1996). That's why **X Millennial** and **Xennial** combine the X from Generation X with the word Millennial.

A generation is determined based on how long it takes for someone to grow up: 15 years. **X Millennial** spans only 6 years. This makes it a microgeneration: a shorter time range than a normal generation.

The world changed a lot in the 1980s and 1990s. This meant that **X Millennials'** childhoods were different from both Generation X and Millennials. Having a term for their generation shows that these people experienced life differently than the generations that came right before or right after them.

Here are a couple more examples with **X Millennial**:

**Evie:** I like your new phone! Is that the latest model?

**Miriam:** It is. It's waterproof! Technology has come so far since my first phone. It was a brick, and it would shut down if even a drop of water got on it.

**Evie:** Ah, that first phone. Mine was a flip phone. Got it when I was 18 and was so excited. I was like, "Now I don't have to worry if my car breaks down!"

**Miriam:** Same here! Oh, wow. We're such **X Millennials**. Talking about how different things are.

**Evie:** Well, at least we got to see everything when it was new!

**Seo-Jun:** Have you ever heard of someone playing a tape, like for music?

**Jeong:** I haven't, no. Why?

**Seo-Jun:** My uncle was making fun of me for not knowing what it was.

**Jeong:** Ugh. Your uncle is a **Xennial** isn't he? They love making fun of us for not knowing their ancient technology. Like, sorry? I wasn't alive then.

**Seo-Jun:** Ha ha, yeah. Thanks, though. It's good to know I'm not stupid.



## At the cusp

Idiom

**At the cusp**, or **on the cusp**, means at the edge of when one thing changes into something else. If you say that someone or something is **at the cusp**, they might be at the beginning of change, in the middle of the change, or at the moment when the change has just occurred.

For example, in this episode, Suzanne says she's an X Millennial. She's "right **at that cusp** of Gen X and Millennial." If she was born between 1977 and 1979, that puts her at the beginning of the change from Gen X to Millennial. If she was born in 1980 or 1981, she was born in the middle of the change. And if she was born in 1982 or 1983, then the generation change has occurred. All of these are **at the cusp**.

Here are a couple more examples with **at the cusp**:

**Saif:** Happy birthday! Sorry I didn't say it yesterday.

**Mitchell:** Oh, thank you. And I know you were busy yesterday, so all is forgiven.

**Saif:** Good, good. So, another year older. How do you feel?

**Mitchell:** Well, I'm sore all the time now, so that's not great.

**Saif:** Sore? Come on now, you're not that old.

**Mitchell:** I'm **on the cusp** of retirement. I am, in fact, that old.

**Saif:** Well, at least you have retirement to look forward to!

**Erica:** You super focused. What are you working on?

**Yasmin:** My final assignment. I'm **at the cusp** of finally graduating, so I need to get this perfect. Please go away.

**Erica:** OK, OK, you focus. I'll make some snacks. You'll need the energy if you keep typing that fast.



## This puppy

### Slang

**This puppy** is slang used instead of something's name. It means the same as saying this thing. You might use **this puppy** to be fun or emphasize a point, or because you forget what the thing is called. **Puppy** acts as a normal noun. If you're referring to one thing, you say **this puppy**. If you're referring to multiple things, you say **these puppies**.

For example, in this episode, Suzanne says, "All right, it's time to sell **these puppies**." She's not planning to sell any actual **puppies**. This means the same as if she said, "All right, it's time to sell these things."

You can also say **that puppy** or those **puppies**.

Here are a couple more examples with **this puppy**:

**Stanley:** OK, so we've packed the swimsuits, our toothbrushes, pajamas, socks, five outfits ... Are we forgetting anything?

**Amina:** Nope, I think that's everything.

**Stanley:** Great. Then let's get **this puppy** into the car and get to the airport. It's time to be on vacation!

**Mami:** Hey, Yosuke! I have all these files from the storage room. Did you request them to be brought up for you?

**Yosuke:** Oh, Mami! Yes, I did ask for those.

**Mami:** Great! Where should I put the box?

**Yosuke:** You can set **that puppy** down on the floor there. It looks so heavy! Thank you so much for bringing it up.

**Mami:** Oh, it's not that heavy. And it was my pleasure. I'm always happy to help.



## Room for [negotiation]

### Idiom

**Room for [negotiation]** means that there is still opportunity to negotiate with someone. Room for, by itself, means to have a space for something else to fit. In **room for negotiation**, that space is how willing people are to change their demands or requests in order to reach a final agreement.

The most common negotiation is about price or cost. In money-based negotiations, it is how high or low the people negotiating are willing to go. For example, let's say you put a chair up for sale on online for \$30. \$30 is how much you want for it, but you'll accept \$20. Someone contacts you to purchase the chair and asks if there's **room for negotiation**. You can say, yes, there is **room to negotiate**.

Here are a couple more examples with **room for [negotiation]**:

**Julia:** I've spoken to the client and they're sticking firm to their last offer, the one made on the 4th.

**David:** They've said there's absolutely **no room to negotiate**?

**Julia:** They did, yes. They're not willing to offer any more money for the project.

**David:** Hmm, well. With the cost of running this project, we'll still make a profit, but it won't be the profit our boss wants.

**Julia:** What should I do? Should I tell them we can't do the project?

**David:** Let me speak with the directors and I'll see what they want to do. Tell the client we're reviewing their offer and we'll email them with an update tomorrow.

**Zheng:** I'm ready to sell these to you for \$450. What do you say?

**Christine:** Wait, you said there was **room for negotiation**, and I haven't given you an offer yet. I'll give you \$350.

**Zheng:** No, sorry. I said we could negotiate yesterday because I hadn't had any interest in these puppies. But then I got a couple offers, so now it's \$450 or no sale.

**Christine:** OK, OK. Yes, I'll buy them for \$450. I'll drop by your store tomorrow.

**Zheng:** See you then.



## Quiz

- 1. Which of the following can you say when you've forgotten what something is called?**
  - a) this purple
  - b) this prop
  - c) this pulpy
  - d) this puppy
  
- 2. Your friend just told you that she's at the cusp of a promotion. What does she mean?**
  - a) she's about to be promoted
  - b) she's about to be fired
  - c) she's lost her job
  - d) she was promoted last year
  
- 3. Which of the following means to act quickly to get a deal?**
  - a) jump off the deal
  - b) jump on the deal
  - c) jump over the deal
  - d) jump around the deal
  
- 4. If something is out of place, what does that mean?**
  - a) it's where it should be
  - b) it's run out of money
  - c) it doesn't belong
  - d) it disappeared
  
- 5. Which of the following means you can negotiate?**
  - a) roof over negotiation
  - b) room for negotiation
  - c) rule of negotiation
  - d) ruse for negotiation



---

## Writing and Discussion Questions

1. When was the last time you jumped on a deal? What was it and why did you want to buy it quickly?
2. Is there anything in your house that's out of place? What is it and why do you keep it?
3. As we learned today, Suzanne is an X Millennial. Which generation are you?
4. Describe something you're at the cusp of doing or being.
5. When you're shopping, do you like when there's room for negotiation? Why or why not?



## Quiz Answers

1.d    2.a    3.b    4.c    5.b

### Episode credits

Hosts: Andrew Bates and Suzanne Cerreta

Music: *Something Elated* by Broke For Free

Episode preparation/research: Andrew Bates

Audio editor: Andrew Bates

Transcriptionist: Heather Bates

Study guide writer: Lisa Hoekstra

English editor: Stephanie MacLean

Business manager: Tsuyoshi Kaneshima

Image: Karolina Grabowska (Pexels.com)