**Bob Drives a Hard Bargain**

**Carol from the Village Market calls Bob to discuss Susan's Scrumptious Cookies. Carol and Bob discuss how much Bob will receive for each cookie.**

**Carol:** Hi Bob. ***How's it going?***

**Bob:** Fine thanks, Carol. How are you?

**Carol:** ***Can't complain***. Bob, I've had a chance to ***crunch some numbers***. I can pay you 50c per cookie.

**Bob:** That's ***out of the question***. At that price, it's not ***worth our while***. The ingredients alone cost us 30c per cookie.

**Carol:** Okay, let me ***sweeten the deal*** — 60c per cookie?

**Bob:** Carol, my wife and I need to ***make a living*** from this business.

**Carol:** Okay, okay, you've ***twisted my arm***. I'll pay you 75c per cookie. ***Take it or leave it***!

**Bob:** ***Now you're talking!*** We'll take it.

**Carol:** You ***drive a hard bargain***, Bob.

**Bob:** Yes, but we make a good cookie.

**Carol:** Let's ***get the ball rolling***. Bring me 2,000 cookies on Monday morning by 9 a.m.

**IDIOMS**

* **can't complain**

**→** things are going well; I'm fine

EXAMPLE 1: "How's business, Mike?" - "**Can't complain**. I sold a lot of computers this month."

EXAMPLE 2: "How are things going at your new job?"- "**Can't complain**."

* **(to) crunch numbers**

**→** to perform calculations (especially financial calculations)

EXAMPLE 1: Scott loves to **crunch numbers**, so he decided to become an accountant.

EXAMPLE 2: Wendy spends all her time at work in front of the computer **crunching numbers** and analyzing sales data.

* **(to) drive a hard bargain**

**→** to be tough in negotiating an agreement; to negotiate something in one's favor

EXAMPLE 1: I wanted to pay less for the car, but the salesman**drove a hard bargain**.

EXAMPLE 2: Eric **drove a hard bargain** and got the company to raise their salary offer by $15,000.

* **(to) get the ball rolling**

**→** to get started

EXAMPLE 1: Let's **get the ball rolling** on this project. We've only got one week to finish it.

EXAMPLE 2: If we don't **get the ball rolling** on our vacation plans soon, we'll end up going nowhere.

* **How's it going?**

**→** How are you?

EXAMPLE 1: "**How's it going?**" I asked Ted. "Everything's fine. How are you?" he replied.

EXAMPLE 2: "**How's it going?**" Vladimir asked me. "Not bad," I replied.

* **(to) make a living**

**→** to earn enough money to support oneself

EXAMPLE 1: Many people laugh at him, but Bill actually **makes a living** selling gourmet dog food.

EXAMPLE 2: Danny makes some money playing his guitar on street corners, but not enough to **make a living**.

* **now you're talking**

**→** you're saying the right thing

EXAMPLE 1: You want to offer me free tickets to the J. Lo concert? **Now you're talking**!

EXAMPLE 2: You'd like to offer me a $10,000 raise and a corner office? **Now you're talking**!

* **out of the question**

**→** impossible

EXAMPLE 1: My friend Emily wanted me to climb Mount McKinley with her, but I told her it was **out of the question**.

EXAMPLE 2: You want to borrow my new car and drive it across the country? I'm sorry, but that's **out of the question**.

* **(to) sweeten the deal**

**→** to make an offer more attractive

EXAMPLE 1: IBM offered to **sweeten the deal** by giving John a company car if he agreed to work for them.

EXAMPLE 2: We really want you to take the job here at Magna Corporation, so let us know what we can do to **sweeten the deal**.

* **take it or leave it**

**→** accept or reject an offer, usually a final one

* EXAMPLE 1: The highest salary we can offer you is $50,000 a year — **take it or leave it**.

EXAMPLE 2: I'm offering to do the dishes for one week if you'll help me with my science project. **Take it or leave it**.

* **(to) twist (someone's) arm**

**→** to persuade someone; to convince someone

EXAMPLE 1: Ted didn't want to get another tattoo on his back, but Amber **twisted his arm**.

EXAMPLE 2: Okay, you've **twisted my arm**. You can borrow my new car and drive it across the country.

* **worth one's while**

**→** worthy of one's effort or time

EXAMPLE 1: It would be **worth your while** to audition for the game show Jeopardy. You'd probably win a lot of money.

EXAMPLE 2: Let me make it **worth your while** to work weekends. I'll pay you an extra $10 per hour on Saturdays and Sundays.