

# Cheapskates Club's Top 5 Haggling Tips

This free tip sheet was produced by the Cheapskates Club – [www.cheapskates.com.au](http://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.



*Remember, if you start with the question "What's your best price?" the worst thing that can happen is that they answer "yes". No matter what the answer, you've started a conversation so keep it going until you get the price you are prepared to pay.*

*The Cheapskates Club  
Showing you how to save money,  
time and energy and still have fun!  
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