

Certainly! Here's a simple example:

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**\*\*Negotiator:\*\*** "Thank you for sharing your proposal. Just to ensure we're on the same page, let me clarify a few points. You mentioned that the delivery timeline is six weeks, correct? Additionally, the total cost includes installation and a one-year warranty, am I right?"

**\*\*Client:\*\*** "Yes, that's correct."

**\*\*Negotiator:\*\*** "Great. And regarding support, can we confirm that post-installation support is available for the duration of the warranty period?"

**\*\*Client:\*\*** "Yes, support is included."

**\*\*Negotiator:\*\*** "Perfect. With these clarifications, we can proceed to discuss the payment terms. Does that work for you?"

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This approach helps ensure mutual understanding and paves the way for further discussion.