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[https://www.100test.com/kao\\_ti2020/448/2021\\_2022\\_\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_8B\\_B1\\_E8\\_c85\\_448870.htm](https://www.100test.com/kao_ti2020/448/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_448870.htm) Conversations Dialogue

1A: Hello, Mr. Kubat. I am glad to meet you here at the fair. B:

Likewise. Take a seat, please. How about a cup of tea? A: Good.

Thank you. It seems your business is prosperous. So many customers

here. B: Yes, not too bad. Our sales are going up year after year. And

we still have a large potential production capacity. A: Well, do you

think of choosing a commission representative or agent abroad to

promote your sales? B: That ' s a good idea. So far, we have several

agents abroad. A: We are willing to be your agent in Thailand for

hand-tools. What ' s your idea? B: It coincides with our desire. A:

Then, what ' s your usual commission rate for your agents? B:

Usually, we give a commission of 3% to our agents. A: 3% is too low,

I think. You see, we have a lot of work to do in promoting the sales,

such as advertising on radio or TV, printing booklets, leaflets,

catalogues and so on. It all costs. 3% is not enough. B: Don ' t worry.

We ' ll allow you a higher commission rate if your sales score a

substantial increase. A: You mean to say..... B: Now, if you sell US\$

2 million worth of hand-tools annually, we can only allow 3%

commission. If the annual turnover exceeds US\$ 5 million, you can

get 5% commission. What do you think of that? A: It sounds OK.

Then how do you pay the commission? B: We may deduct the

commission from the invoice value directly or remit it to you after

payment. A: All right. If it is okay, we would like to sign an agency

agreement with you immediately.B: Think it over. We hope to keep a good business relationship with you.A: Thank you for your help.-- 你好，库巴特先生，很高兴在本届交易会上见到你。-- 我也很高兴。请坐，喝杯茶好吗？-- 好，谢谢。看起来生意很兴旺，这么多客户光临。-- 是的，还可以。销量年年递增，我们的生产潜力还很大。-- 哦，你们是否想在国外选择一家代办商或代理人为你们推销产品？-- 这个主意不错。不过，目前我们在国外已有几家代理人。-- 我们愿意在泰国做你方的手工工具代理人。不知你们意见如何？-- 这正合我们的心意。-- 那么，你们通常给代理人的佣金率是多少？-- 通常给百分之三。-- 我认为百分之三太低了。你知道，为了推销你方的产品，我们要做很多的工作。比如，在电台或电视上做广告，印刷小册子、传单和商品目录等。这一切花销，百分之三是不够的。-- 别担心，如果你们的销量大幅度增长，我们会给予更高的佣金。-- 您的意思是.....-- 如你方手工工具的年销量为二百万美元，我们只能给百分之三的佣金。如果年销量超过五百万美元，你就可得到百分之五的佣金，你看如何？-- 这还差不多。那么，佣金如何支付？-- 我们可以直接从发票金额中扣除佣金，或在付款后汇给你方。-- 那好。如果可以，我们会与你们立即签订代理协议。-- 好好考虑一下，我们希望与你方保持良好的贸易关系。-- 谢谢你们的关照。

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