外销员外贸外语辅导:签订正式买卖合约外销员考试 PDF转 换可能丢失图片或格式,建议阅读原文 https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_ E9_94_80_E5_91_98_E5_c28_645475.htm 办妥了按揭贷款,请 了律师,陈先生今天终于正式签订了买房合约。下面是他签 约的过程: S--Solicitor Mr. White 律师怀特先生 B--Client 1 Mr. Chen 客户一陈先生 C--Client 2 Mrs. Chen 客户二陈太太 S: Good morning. Mr. and Mrs. Chen. How are you? 早上好,陈先 生,陈太太,你们好。 B: Fine, Mr. White. We are sorry for being late today. There was a traffic jam. 好,怀特律师,真对不起 ,我 们迟到了,今天交通非常拥挤。S: Dont worry. I have the contract ready for you to sign. 不用担心,我已准备好所有你们 要签署的合约文件。 C: Thank you very much. 非常感谢。 S: Let me explain to you. Your propertys address is Flat C, 5/F, Tong House Tai Koo Shing. The purchase price is four million and three hundred thousand dollars. Youll pay ten percent of the purchase price today, which is four hundred and thirty thousand dollars, and one cheque for stamp duty fee. 让我给你们解释一下。物业地址 是太古城唐厦十五楼C室。成交价是港币四百三十万元。今 天你们需要支付成交价的一成,即港币四十三万元,以及一 张付印花税的支票。 B: How do you calculate the stamp duty fee? 如何计算印花税? S: Here is the stamp duty for your reference. 这 是印花税表,给您参考。B: Thank you. Let me write cheques for you. 谢谢, 我给你写支票。 S: Which is your mortgage loan bank? 你们在哪家银行申请按揭? C: We chose ABC Bank for mortgage loan. May I ask how much the solicitor fee is? 我们选

了ABC银行办理按揭。请问律师费是多少? S: Im not going to charge you any professional fees, but youre liable for a handling fee of around twelve thousand dollars. It includes land search and registration fees for your agreement. 我不收取任何顾问费,我只收取大约一万二千块的手续费,包括地产检察和协议登记费。 C: Thank you. 谢谢。 S: All the paperwork is now completed. If you have any questions, you can contact me anytime. 所有文件已经完成。如果有任何问题,你可以随时联系我。 C: Okay. Thank you very much, Mr. White. See you later. 好的,怀特律师,非常感谢,再见。 欢迎进入:2010年外销员课程免费试听点击进入免费体验:百考试题外销员在线考试中心更多信息请访问:百考试题论坛外销员 100Test 下载频道开通,各类考试题目直接下载。详细请访问 www.100test.com