**Unit 18**

**Negotiating Room Rates**

* That will be 260 euros. That’s for a double room, with breakfast included.
* Isn’t there some sort of a weekend discount you can give me?
* Well, madam, the room rate I’ve given you is the standard rack rate. But we can give you a special weekend rate if you stay Saturday and Sunday nights.
* How much is that?
* That’s 200 euros per night for a double room, including breakfast.
* I’m afraid that’s still too much.
* What’s your budget? Maybe one of our sister hotels can help.
* We need to find a room for less than 120 euros a night.
* Well, I can do you a special weekend mini-break offer of 320 euros.
* Mmm… 160 a night. What if we don’t have breakfast?
* That’s 280 euros for the 2 nights.
* OK! I’ll take it!
* Thank you very much. What name is it, please?