

Audio Index:

Slow dialog: 0:54

Explanations: 2:29

Fast dialog: 12:46

I was **negotiating a contract** with a new business **partner**, and we had a meeting to **clarify the terms**.

Bill: **If I understand the terms correctly**, the length of the contract would be one year with a one-year **option**. **Is that correct?**

Ms. Samuels: **Do you mean** the contract for equipment rental or the one for **training**?

Bill: **I was under the impression that** both contracts had the same terms.

Ms. Samuels: Yes and no. **Let me see if** I can clarify that. The terms are the same except that the contract for training has a **clause** that allows for the **cancellation** after the first six months.

Bill: **Could you elaborate on that?**

Ms. Samuels: Sure. **What I mean is that** either side could cancel the training contract after the six months as long as it's **in writing**.

Bill: **Let me see if I have that right**. This contract is for six months of training, but if it isn't cancelled, continues for another six months. **Is that right?**

Ms. Samuels: Yes, that's right.

Bill: Okay, that's clear enough. Let's move on to the other terms