

RDPIII 035

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**Jim Thomas**, attorney  
**Recent deal:** free shirt at Nordstrom  
**How he did it:** negotiation

Thomas, a McLean mergers-and-acquisitions lawyer and author of *Negotiate to Win*, due out this summer from HarperCollins, says you can negotiate nearly all high-end goods and services—furniture, jewelry, home maintenance, even clothing.

Recently, Thomas was at Nordstrom. The store was about to close for the night. A salesman, who would earn a commission on a sale, was trying to talk Thomas into buying a suit. The negotiation went like this:

"I'll tell you what, I'll buy it tonight if you throw in a shirt and tie," Thomas said. The shirt and tie were \$55 and \$50, respectively. Thomas didn't expect to get both. The suit was \$500.

"There's no way I can do that," the salesman said. But he was smiling, Thomas says—sending the message that he was in the game.

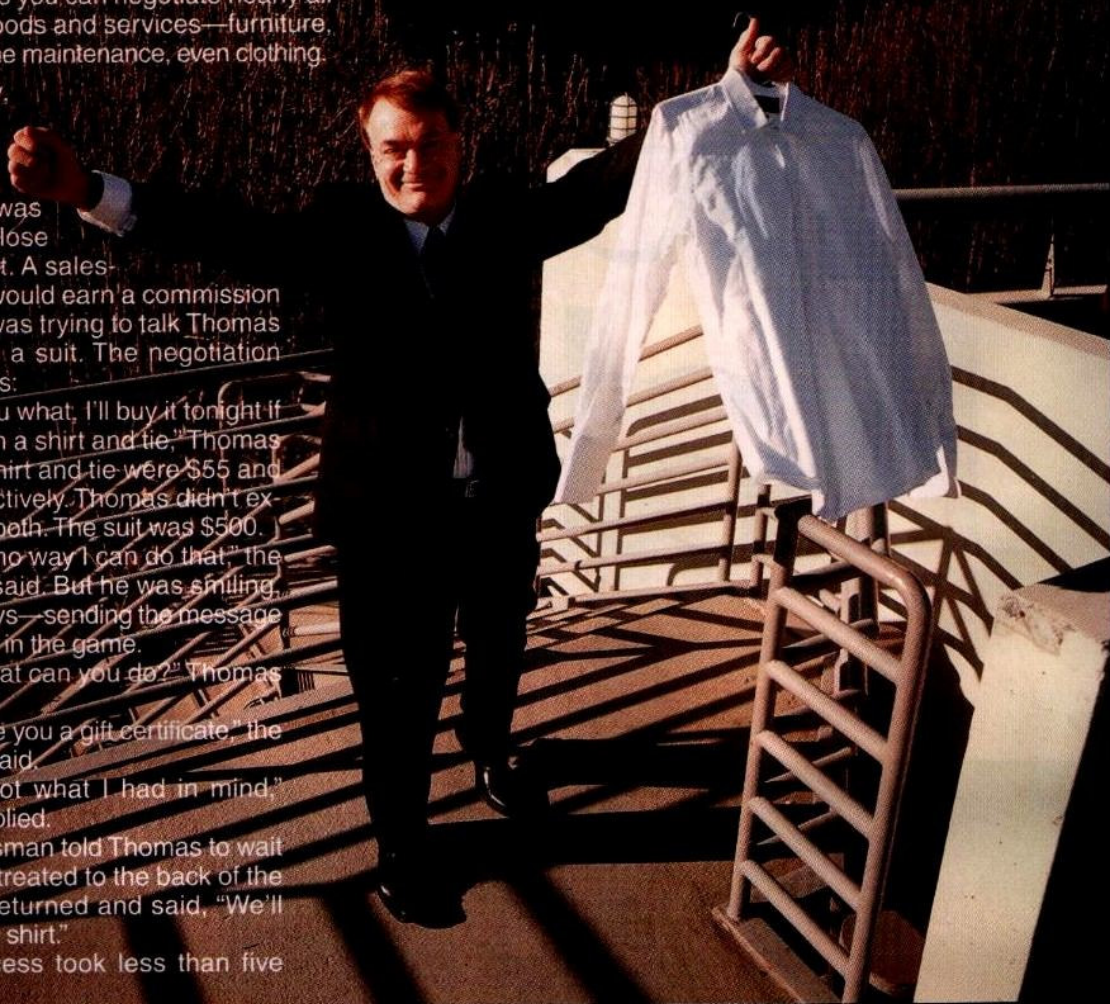
"Well, what can you do?" Thomas said.

"I can give you a gift certificate," the salesman said.

"That's not what I had in mind," Thomas replied.

The salesman told Thomas to wait while he retreated to the back of the store. He returned and said, "We'll throw in the shirt."

The process took less than five minutes.



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holds a Free Scoop Night every spring; it's typically shortly after Ben & Jerry's.

**This Summer: Great Cheap Dates**

• Get ye reacquainted with Shakespeare, and it's free. Every June, the **Shakespeare Theatre** holds **Free for All** performances of a play outdoors at the Carter Barron Amphitheatre. This summer it'll be *A Midsummer Night's Dream*. You can get up to four free tickets on the day of the performance by showing up at the amphitheatre, 16th St. and Colorado Ave., NW; at the Shakespeare Theatre, 450 Seventh St., NW; or at the *Washington Post*, 1150 15th St., NW. A few tickets are available online for some shows, but they're taken within a minute of the

(usually) 8:30 AM start. Details are at [shake-spearedc.org/ffa2005.html](http://shake-spearedc.org/ffa2005.html).

• Watch new releases and classics at the free **Comcast Outdoor Film Festival**, this August 12 through 21 on the lawn of the Mansion at Strathmore (10701 Rockville Pike, North Bethesda). The festival features mostly family fare; last year it included *The Princess Bride* and *The Wizard of Oz*. For a schedule, log onto [filmfestnih.org](http://filmfestnih.org).

**Screen on the Green** (877-262-5866; [digitalcity.com/washington/screenonthegreen](http://digitalcity.com/washington/screenonthegreen)) shows classic films on the grounds of the National Mall in July and August. Films are shown Monday nights at sunset.

• Sample four-star restaurants at two-star

prices. More than 100 restaurants take part in **DC Restaurant Week**. Three-course lunches are \$20.05, dinners \$30.05 (plus drinks, tax, and gratuity). Restaurant Week is held twice a year, in January and late July or early August. Check [washington.org/restaurantwk](http://washington.org/restaurantwk) for dates and participating restaurants.

• Sailing is an expensive sport. Find out if it's worth your while by taking a **free lesson at the Mariner Sailing School** on August 13. The school, at Belle Haven Marina, one mile south of Old Town, will offer free hour-long lessons—normally \$75. Reservations suggested.

Mariner Sailing School is at 703-768-0018; [saildc.com](http://saildc.com).

