

# Life at the Top Chapter 986

Jasper had just arrived at his office and sat down on his chair when Malcolm rushed in.

“Why’re you so nervous, Malcolm?” Jasper looked up at Malcolm curiously.

Malcolm sat down in front of Jasper and frowned. The man seemed rather tense.

“I received a call from Softwin ten minutes before you arrived,” Malcolm spoke.

“Softwin? Sunrise Land called?” Jasper chuckled.

Softwin’s reaction was far beyond what he had expected. He thought he would have to wait at least a few more days before they found out.

He had not expected Softwin to call this afternoon, right after his conversation with Wayne and Jose late the previous night.

Without having to even think about it, Jasper knew that Wayne had taken the initiative to inform Softwin.

This was a reasonable move.

If a businessman did not understand the concept of selling to the highest bidder, then they might as well give up on doing business.

Jasper wanted Softwin out of the equation, but there was no way Softwin would give up on Abbylon after their 20 million US Dollar investment. Their conflict was fate, and it was only a matter of time before he had to fight Softwin.

“No, it was a call from their Somerland branch’s presidential office. Their president’s name is Echo Welch, a capable young man that assumed the position in his thirties. He’s not going to be an easy opponent,” Malcolm spoke.

“What did he say?” Jasper asked.

“He wants you to make your way to Waterhoof City as fast as you can as he says he wants to meet you.”

Jasper looked up at Malcolm and pointed at his own nose as he spoke, “Who do I look like? Can any Tom, Dick, or Harry just order me around?”

Malcolm asked, “So you’re not going?”

Jasper chuckled and leaned back against his chair. “We can meet, but he’s going to have to come to Nauritus City. He can keep dreaming he if thinks I’ll run all over to meet him in Waterhoof City just because he called.”

Malcolm replied rather awkwardly, “I think we should avoid clashing with Softwin right now. Or at least, try to leave both of us room to retreat. It won’t be advantageous to us if our relationship with them becomes too strained.”

“Malcolm, you think that because we’re no match for Softwin now, we should opt to give in to their demands on many things, yes?” Jasper asked.

Malcolm nodded. “I stand by my decision.”

“You’re right. Technically speaking, your idea is completely sound. But you have to understand that when it comes to business, only the weak give in.

“The rules of business are like the laws of the jungle. When two leopards have their eyes on the same slab of meat, one of them will surrender because they’re weaker. In the end, that weak leopard ends up starving while the other gets to eat its fill and grow stronger.

“With that, the starving leopard will have no other choice but to surrender again the next time.

“The small difference in both parties’ strength will only continue to grow with each surrender until that strong leopard bites and kills the other once it runs out of compromises.”

Malcolm shrugged. “I suppose this is the difference between professional managers and entrepreneurs.

“I took into consideration JW Capita’s current palette of problems. The most obvious one is our tight cash flow. Sena’s contribution to this is only enough to relieve the company from a break in cash flow, and we’re very far from operating comfortably.

“But as Sunrise Land’s largest investment back, the last thing Softwin lacks is cash.”

“If we were to head into full-out war now, we’ll most likely be bitten to death just like you said.”

Jasper stood up and patted Malcolm’s shoulder as he smiled. “I know that you’re worried, Malcolm. I know it’s not easy being extremely frugal as an operations officer.

“A few more months. Hold on for a few more months and I’ll bring you a large influx of cash. Then we’ll completely solve the company’s tight cash flow.”

Malcolm’s eyes shone. “Really?”

“When have I ever lied to you?” Jasper laughed out loud.

“Alright, then. I’ll await your good news.”

As he watched Malcolm return to his own office happily, Jasper piped up again, “Oh, and if Softwin calls again, tell them what I said. If they don’t call, then just leave it.

“I’m not opposed to meeting them, but they’ll have to come to Nauritus City. This is a question of principle so it’s non-negotiable. I am not offering myself to them on a silver platter.”

“You’re the boss, whatever you say goes.”

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When Jasper’s response reached Echo, this arrogant President of Softwin’s Somerland Branch was enraged as expected.

“Absolutely insolent! That’s what he said?! He wants me to meet him in Nauritus City?” Echo snarled out icily.

“Yes, Mr. Welch,” Yona replied courteously.

“Hmph. Fine, then. If he doesn’t want to come over, then we’ll go to him. Prepare for a trip, I’m going over to Nauritus City,” Echo stated coldly.

“Mr. Welch, won’t us complying only stroke his ego?” Yona asked curiously.

“Ego? He knows that we’re more impatient to meet him than the other way around. He has nothing to worry about because Wayne is right there in Nauritus City. Further contact between the two is hardly beneficial to us, so we need to join in their negotiations as quickly as possible.

“This Jasper is a crafty man. He knows that we can’t sit here and watch as he continues to negotiate terms with Wayne in Nauritus City, so we’ll have no other choice but to go to him.

“However, we’re going to bring a present with us as well.”

Echo spoke coldly, “That MP4 his electronics company manufactures, is it popular back in Sunrise Land?”

“It is. JW Electronic’s MP4 has already become the best-selling imported goods of its kind in Sunrise Land in just two months. It’s even causing Rony and Toshiba, the best Sunrise electronic production companies worldwide, a headache.

“Easy. Sunrise Land’s largest electronics import company is Kobe Trading Co., Ltd, right? And we just so happen to be their parent company.

“Inform the people back home that from today onward, no MP4s from JW Electronics are allowed to enter Sunrise Land’s market.

With that, Echo chuckled coldly. “Now, not only will we teach Jasper a lesson, but we’ve gotten the favors of our electronics companies back home. Two birds with one stone.

“I’m sure Jasper will love the present we bring him.”