

Chapter 3: A Few Sticking Points

I want to **keep you posted** on what we have accomplished this year. **On the whole**, we have had success in developing new business in emerging markets. We expect this to continue into the next fiscal year. There are **a few sticking points** that might slow us down. The main one is the markets haven't recovered from the economic crisis. We expect them to, but it will take longer than we thought.

Furthermore, the merger deal with Lesco Inc. is **on the brink** of being completed. The various issues that were under discussion are close to being resolved. Additionally, we are narrowing down the possible locations for our next company seminar.

Breakdown

A) **Keep one posted**: This means giving someone the latest information. In other words, to inform someone when there is new or vital information.

1) I will **keep you posted daily** via email.

2) Would you please **keep me posted** on the latest developments?

B) **On the whole**: This expression means mostly or almost all. In other words, we agree on nearly everything.

1) **On the whole**, I would say that I agree with your proposal. However, there are a few remaining issues that need sorting.

2) **On the whole**, I thought the pitch was fantastic. There are only a few minor issues that need further discussion.

3) **On the whole**, he was happy with what we had to say.

C) **Sticking Points**: These are the issues that delay or stop a negotiation, contract, and discussion from going forward. These issues can sometimes cause a deal to collapse or stall.

1) The **sticking point** seems to be over how the percentage of royalties will be divided.

2) I am not aware of any **sticking points** so far. I'll let you know if anything comes up.

D) On the brink: If you are on the brink of something, you have almost completed it. In other words, the objective or goal has just about been reached.

1) Look, we are **on the brink** of completing this deal, so let's make sure we follow up on any issues the prospective client may have.

2) We were **on the brink** of signing them, but suddenly they stopped negotiating with us.

3) The team was **on the brink** of winning a title.

