

## UNSPOKEN WORDS - THE CONVERSATION WITH THE CLIENT

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Over the years I've heard a lot of expressions that have a different or additional meaning on subsequent investigation. The following are a small sample:

"Just a small lot" -- Hell's half acre

"It's pretty property, you'll enjoy surveying it" -- With the gorges, rock outcrops, tall trees, lush vegetation, swift streams . . . .

"Place is wide open" -- Brush was cleared out and put on the boundary line

"I know where all the corners are" -- Marked them last week

"The last surveyor didn't know what he was doing" -- Surveyor refused to place the corners where I wanted them.

"I just need the one corner set" -- You can find and set the other ones later

"I have a good description of my property" -- My great-grandfather personally knew all the people the deed describes as bounding my land.

"It's good title, bought from the government by my grandfather" -- Parcel was bought at a sheriff's sale

"I know where every pin is" -- Out back of the garage but don't worry I've replaced them all with posts back when I bought the property fifteen years ago.

"No one has ever moved that pipe" -- I've had my dog tied to it for the last 10 years.

"That's the boundary" -- Why else would they put a fence up there.

"You don't have to do a lot of work" -- Just go over and tell my neighbor he's on my side of the line, then maybe he'll believe me.

"I'd sneak by my one neighbor if I were you, he's mean" -- I don't want you to talk to my neighbor, he's the reason I'm getting this survey.

"How much will it cost?" -- Will it cost over \$50

"How soon can you survey my property?" -- I need it by tomorrow to close. Don't expect my payment as fast.

"Those old surveyors worked hard and were good" -- They were fast and cheap.

"I just want what is mine and I don't want what is not mine" -- I know what land is mine and you'd better mark it that way if you want to get paid.

"Price is not important" -- I'm really mad at my neighbor and the attorney said a survey shouldn't cost more than \$400 tops.

"You say the deed calls for a stone? Try looking one more time tomorrow" -  
- I'll take care of that tonight.

"That bill is a little higher than I expected" -- I'm not going to pay that much money.

"The corner was right over there" -- or perhaps over there or maybe it was right here . . . .

"I remember a witness tree being here" -- I cut it down myself for firewood.

"I just want the survey done for peace of mind" -- I'm having a terrible fight with my neighbor and I'll get a lot of peace of mind as soon as you show him where the boundary is.

"You wouldn't mind if I helped you" -- I'd like to keep my eyes on you. Since I make up one-third of your crew, my bill should be reduced by one-third.

"I've got good title" -- You don't need to spend all that time in the courthouse.

"Could you give me an idea of what the survey will cost" -- so I can call another surveyor and compare prices.

"Gee, I wonder what happened to that corner" -- After I knocked it out with my plow.

"Are you the surveyor surveying the Jone's place?" -- Have I got a bone to pick with you.

"I wouldn't put that stake there, the kids will pull it out" -- And I'm going to encourage them to do it.

"Would you mind if I replaced those pins with something a little bigger" -- OK Joe, swing the crane over here.

"We've got a lot of wildlife on our property" -- especially rattlesnakes, copperheads, wild dogs, kids . . . .

"Nice day for a walk" -- Mind if I come along

"Thanks for the estimate, I'll get back in touch" -- When Hell freezes over. There is no way I'm paying that price.