

# Life at the Top Chapter 656

It could not be denied Anna had an extremely strong network and public relations skills.

The next morning, Jasper was on his way to meet Damond when he received an email from the office of Sentel Corporation's president.

He had one hour to meet with the current president of Sentel Corporation, Emerson Lang, this afternoon.

Jasper's brows, which had been tightly knotted the entire night, finally relaxed when he received the news.

As long as he was given the chance to converse with the higher-ups at Sentel Corporation, Jasper was confident he could persuade the other party.

After all, they were both businessmen. He knew what Sentel Corporation wanted.

Jasper met with Damond at the cafe below Sunrea Company.

Unlike the frail, old man he had seen in pictures from his past life, Damond was still a little chubby now. However, just like most people in the tech industry, the top of his head was balding.

"How do you do, President Golding? I'm Jasper Laine from Somerland." Jasper took the initiative to introduce himself first.

In his past life, Jasper had spent a lot of effort on mastering Coreana's national language just so he could secure himself a customer from Coreana. Thus, he was quite fluent in the language.

Halfway through the meal, Jasper retrieved a large present that had been prepared by Edmond.

“President Golding, I heard your daughter grew up in the Netherlands and has a particular affinity for the tulips there. I’ve specially prepared these purple tulips that usually only the royalty have access to. I hope both you and your daughter enjoy them.”

Damond happily took the present from him and said, “Mr. Laine, I must say that your present is extremely apt. I was just fretting about what I should give her for her 17th birthday party. Many thanks.”

Damond smiled as he invited Jasper to take a seat and asked, “Mr. Laine, I was wondering if you’re used to having a typical breakfast most people from Coreana have?”

“I’m the type of person to go with the flow, and I’m not picky with my food either,” Jasper said as he smiled.

Damond nodded in approval before he ordered two typical breakfast sets.

“I’ve been frequenting this cafe for several years. Their food is extremely tasty to me. I hope you’ll enjoy it too, Mr. Laine.”

Jasper felt his scalp grow numb as he stared at the various plates of pickles before him.

However, he seemed at ease as he chewed on the sour, pungent pickles. He looked completely comfortable with the food here.

Jasper’s attitude caused Damond to take a liking to him, and he said, “Coreana’s food is the best in the world. I’m extremely happy that a person of Somer descent like you would like it too, Mr. Laine. I had a former customer from Somerland who could not get used to the taste.”

Jasper said meaningfully, “But that customer from Somerland must have gotten what he wanted from you, right, President Golding?”

Damond took a sip of seafood broth and smiled as he said, “Mr. Laine, you must understand that I can’t reveal anything more to you due to the privacy policy.”

“I understand,” Jasper said and shrugged before immediately continuing, “Frankly, I was also planning on buying the patent to sell MP3 players in Somerland from you, President Golding. However, it seems that this is impossible now.”

Damond had a curious expression on his face as he said, “From what I understand, the economy in Somerland is still extremely stunted, and citizens would never be able to purchase an MP3 player with their current consumption level. Why the sudden fight to obtain a patent from me?”

“President Golding, you must understand that there will always be a way of earning money in this world. The only difference is that some can do it themselves, while others can only imitate,” Jasper said.

“Seems like you have a plan of your own, Mr. Laine,” Damond said.

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“I’ll be direct with you. I’m planning to purchase a letter of authorization from you that allows me to upgrade the MP3 players, President Golding,” Jasper said.

Startled, the smile on Damon’s face grew cold as he said, “Mr. Laine, do you think you have more advanced techniques than I have and that the MP3 player can be further improved?”

“Yes.” Jasper paid no attention to the indignant expression on Damon’s face as he answered confidently.

Damond sneered as he said, “Mr. Laine, I think our conversation has been an utter waste of time. I will never allow anyone to exploit my patent. I don’t need an outsider to come here and say they want to upgrade my inventions!”

“President Golding, you may be a technician, but you’re also a businessman. Why wouldn’t you take advantage of this situation to earn more money if you think the MP3 player has no further room for improvement?” Jasper asked.

Damond laughed and said, “You’re an excellent negotiator, but I won’t fall for your tricks. Goodbye, Mr. Laine!”

Then, Damond got up and left.

“President Golding, it’s extremely rude to up and leave when the other person has not finished speaking. I thought people from Coreana were extremely particular about manners?” Jasper asked.

“I’ll only take a couple of minutes of your time, President Golding. After all, I have many matters to tend to as well. For example, I have a meeting with the president of Sentel Corporation, Emerson Lang, this afternoon.”

When he heard Jasper’s words, Damond finally realized that this young man from Somerland was entirely different from Conrad Monty, whom he had met with before this. This man was like a sly fox and much more difficult to deal with.

“What do you mean?” Damond asked expressionlessly.

“Truth is, Sentel Corporation could not be bothered with your invention of the MP3 player, Mr. Damon. Thus, even though the MP3 player is slowly gaining attention, Sentel Corporation can’t do anything with the half of the patent it owns because you’re currently employed in Sunrea Company, President Golding.

“I trust no one would be pleased with this, would they? Much less a multinational group like Sentel Corporation? You must’ve had a front-row seat in witnessing just how overbearing they could be, President Golding.”

“Are you threatening me?” Damond said as he laughed coldly.

“I’m a businessman from Somerland, not an employee at Sentel Corporation. I have no right to threaten you, President Golding, but I need you to understand what will happen if I obtain 50% of the patent and upgrade the technology in the existing MP3 players.

“When that happens, your MP3 players will be blocked by my patent. You will have to either pay huge amounts of money to get past the barriers or turn around and purchase the rights to use from me. President Golding, this is not a good deal, is it?”

Damond glanced darkly at Jasper as he said, “Are all Somerland businessmen as despicable as you are?”

“No, I’m not being despicable. I merely hope we can build a strong base for our collaboration, President Golding,” Jasper said as he smiled.

“How are you so confident that you’ll be able to upgrade the MP3 players and receive the market’s approval?” Damond asked expressionlessly.

“That’s my business, President Golding. All you have to do is think about how much you’ll price this authorization letter for me and then receive the check. Everyone will be delighted then,” Jasper said calmly.

“One billion US dollars.” Damond quoted his price after a moment’s thought.

Jasper laughed in disbelief.

“President Golding, are you joking?”

“I would immediately pay up if this were the price for the patent. However, are you going to charge me one billion US dollars for only half of an authorization letter to upgrade the technology?”

Damond laughed coldly as he said, “That’s my condition. It’s up to you whether or not you’ll accept it, Mr. Laine.”

“How about we make a bet?”

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“A bet?”

Damond looked like he had just heard a joke. “What are you going to bet?”

“It’s simple.”

Jasper gazed confidently at Damond and said, “Let’s make a bet since you think I can’t upgrade the MP3 player. If I manage to successfully upgrade the MP3 player, you’ll have to give me the authorization letter for free.”

“What if you fail?” Damond was now interested as he asked.

“If I fail...” Jasper shrugged and said nonchalantly, “I’ll give you two billion US dollars.”

“You Somerland people are really sly.”

When Damond heard what Jasper said, he was obviously unhappy but still smiled coldly at Jasper with an expression that screamed ‘I’ve already seen through your tricks!’

Jasper narrowed his eyes as he gazed at Damon, waiting for him to continue.

Sure enough, Damond soon spoke again, “We haven’t agreed on a time. Will I have to spend the next ten years waiting for you if you take ten years to do it? Thus, I’ll only give you three months.”

Damond glanced confidently at Jasper. He was convinced Jasper would never dare agree to such harsh terms.

In his opinion, the technology used in MP3 players might have room for improvement, but there was no way anything could be accomplished in three months.

How long did it take him to create the MP3 player from nothing?

Two whole years!

One also had to put in mind that he was one of Coreana’s best experts in the tech industry.

In Damon’s opinion, Somerland was a poor, backward place that would never be able to produce a talent half as talented as he was.

They might require half a year to just understand the technology used in his MP3 players.

Thus, how was it possible that Jasper could upgrade it in three months?

However, it was beyond his expectation that Jasper did not have an indignant expression on his face and even breathed a sigh of relief after hearing what he said.

“Alright.”

Jasper's determined one-word answer immediately caused Damond to feel like he had walked straight into Jasper's trap.

Damond tried his best to recall every detail in the conversation they just had. The second he realized that it really was a trap, he would immediately go back on his promise. After all, nothing had been written down on paper yet.

However, the more he thought about it, the more Damond realized this deal would only bring him benefits. He had a clear advantage.

Glancing suspiciously at Jasper, Damond laughed coldly and said, "You'd best think it through. You won't be able to pull out halfway once the bet is made!"

Jasper immediately beckoned for a waiter to hand them a sheet of paper and a pen. The pen scratched across the paper as he wrote down the details of their bet. Handing the paper to Damon, he said, "Please sign it if you don't have any questions."

Damond frowned as he took the agreement and realized it had been phrased carefully. There were no loopholes that could be found.

That made Damond think of Jasper as a proud fool who was practically dumping money at his doorstep.

"You people of Somer descent are really rich."

After saying that one sentence with a meaningful look on his face, Damond spun his pen and signed his name on the contract.

"You can use my patent now that this agreement exists. I'll get someone to send over the relevant information this afternoon. However, you must remember that you'll have to pay me two billion US dollars if you fail to upgrade the MP3 player within three months."



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Damond shot a warning glare at Jasper before adding, "I won't mind fighting an international lawsuit for two billion US dollars."

"Don't worry, President Golding."

Jasper carefully tucked away his copy of the agreement and smiled as he said, "If you win, I won't be a sore loser."

"Hopefully."

When Damond finished speaking, he stood and stared deep into Jasper's eyes. 'Such arrogance! You will pay for your words and actions. Your technology is so backward there's no way you'll be able to decipher and upgrade my technology within three months!'

"I'm looking forward to the day you wire two billion US dollars into my account."

Then, Damond turned and left.

Jasper remained seated and waited until Damond had left for his office before standing up.

When he walked to the door and saw Julian, who was waiting for him, Jasper immediately took Julian to a nearby burger joint.

The food in Coreana was disgusting.

While they ate, Jasper shared what had happened during the meeting earlier like how one would share anecdotes.

Julian was a martial artist who was not sensitive to the mutual deception going on in the business industry. However, he was extremely displeased that Damond had looked down on his country.

“If I ever meet anyone like that, I’ll make sure they get firsthand experience of the beauty of Somerland’s martial arts!” Julian huffed.

Smiling, Jasper sipped on his tea and said, “It’s the same concept of them needing to drink seafood broth first thing in the morning while we drink tea instead. Everyone has their traditions and culture, but it doesn’t matter if you drink seafood broth or tea, you shouldn’t look down on anyone else.

“I have my ways of teaching such people a lesson so memorable they’ll shudder every time they hear the word ‘Somer’ in the future.

“It was a spur of the moment thing and didn’t mean much,” Jasper said calmly.

If today’s bet were made between anyone else in the world today, it would only end badly.

Damond Golding might be a despicable person, but he was so skilled in technology that he would still hold his position at the top of the industry even after ten years had passed.

However, Jasper had the advantage of being reincarnated, so he knew the first version of the MP3 player was filled with mistakes. All he needed to do was give it a few upgrades before he could market it as a completely new version.

Consumers were not idiots. They could discern if a product was good or bad.

Without taking anything else into account, he would surpass all the original MP3 players just by adding a screen that could show the name of the song and its lyrics.

When such a product was released to the market, Jasper was confident he would be able to cause whoever had taken his patent to become bankrupt.

As for Damond Golding, he would be shocked when he realized he had ended up worse off after trying to gain an advantage!

After they were done eating, Jasper arrived at Sentel Corporation when it was almost time for his meeting.

It was much easier than Jasper had expected to meet with the president of a corporation ranked annually within the top 100 of Fortune 500 companies.

“Mr. Laine, I know you’re a friend of Ms. Sylphie, but you’ll have to forgive me for only being able to give you an hour because of how busy I am.”

Emerson, who already had gray hair even though he was only 50 years old, spoke politely to Jasper as they sat in his spacious office.

Sylphie, who was Anna’s best friend, was also the third granddaughter of Sentel Corporation. Upon her referral, Emerson had taken time out of his day to meet Jasper even though he was extremely busy.

Jasper accepted Emerson’s invitation to sit down on the couch that was prepared for guests. He understood that the Ms. Sylphie he had just referred to must be the princess of Sentel Corporation.

“I won’t beat around the bush then, Mr. Lang. I’m here because I hope to purchase the half of the patent Sentel Corporation owns for MP3 players.”

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Emerson looked startled for a split second before he rang the call bell.

“Get the head of the patent department here.”

Several seconds later, an elegantly dressed woman in her 40s hurried over to Emerson’s office.

“This is Mr. Laine from Somerland. He wants to purchase the half of the patent the corporation owns for MP3 players. Is there such a thing?”

Jasper felt slightly disgruntled when he heard Emerson’s question.

He had been rushing to places for the MP3 player patent and was close to using up all his tricks and contacts.

However, in Sentel Corporation, the MP3 player patent was not even worth remembering for these higher-ups.

The woman was skilled in her job and immediately began explaining how the patent had come about.

After understanding everything that had happened, Emerson got her to leave before he smiled at Jasper. He said, “Sorry about that, Mr. Laine. We have tens of thousands of patents registered under the company’s name, which is why I can’t possibly remember everything.”

“I understand.”

Jasper, who was thinking to himself that JW still had a long way to go, answered calmly.

“I’ve now understood the situation. You heard it too. The legal department has been gearing up to sue both the patent office and Damond Golding. After all, this is a loss for the company as well.”

“I understand, which is why I’m now offering you a way to get rid of it once and for all,” Jasper said with a smile.

“By buying it? Forgive me for being straightforward but there’s no use in buying only 50% of the ownership as it’s not entitled to any priorities, Mr. Laine. Even Sentel Corporation would have to resolve the situation via legal means... Or have you made an agreement of sorts with Damond Golding, Mr. Laine?”

As the president of Sentel Group, Emerson’s train of thought was extremely sharp and agile. He only needed a couple of minutes to come up with a hypothesis that was very close to the truth.

Jasper was not planning to hide matters as the other party would find out sooner or later. He took the contract and showed it to Emerson.

After looking through its contents, Emerson said in surprise, “Mr. Laine, this contract is extremely disadvantageous to you.”

“I’ve requested Damond to sign it. He had no reason to say no to such a bargain. However, you can just think of it as preparing your bait before you fish,” Jasper said as he smiled.

Emerson laughed and said, “Thank you for your honesty, Mr. Laine. You didn’t need to tell me about this, but I can sense your sincerity from your actions.

“To be honest, I would be happy to see Damond suffer losses too. After all, he’s considered a traitor to the company.”

'You were the one who kicked him out of the company during the layoffs that happened when you suffered an economic crisis, and yet, you're calling him a traitor.'

Jasper muttered sarcastically to himself but put on a surprised expression.

"So, do we have a deal?"

Emerson smiled and said, "In theory, there should be no problem. After all, the company is not interested in doing much with the MP3 players, and it would take a long time to file a lawsuit. If you're interested, Mr. Laine, we would be happy to sell you our half of the patent.

"Since you're a friend of Ms. Sylphie, you'll be given special treatment in regards to the price. How does 20 million US dollars for a buyout sound?"

In all honesty, 20 million US dollars was extremely cheap.

However, to Sentel Corporation, they would have earned 20 million US dollars for absolutely nothing.

After all, all Sentel Corporation had done to obtain this patent was provide some equipment. The thought process and skills that went into this all belonged to Damond Golding. All they had to do was sit back and enjoy the benefits it brought.

Jasper did not dwell too much on these problems and immediately agreed.

"Deal."

Emerson smiled as he stood and said while shaking Jasper's hand, "You're a very frank person, Mr. Laine. I'll arrange to have the relevant information prepared as soon as possible."

