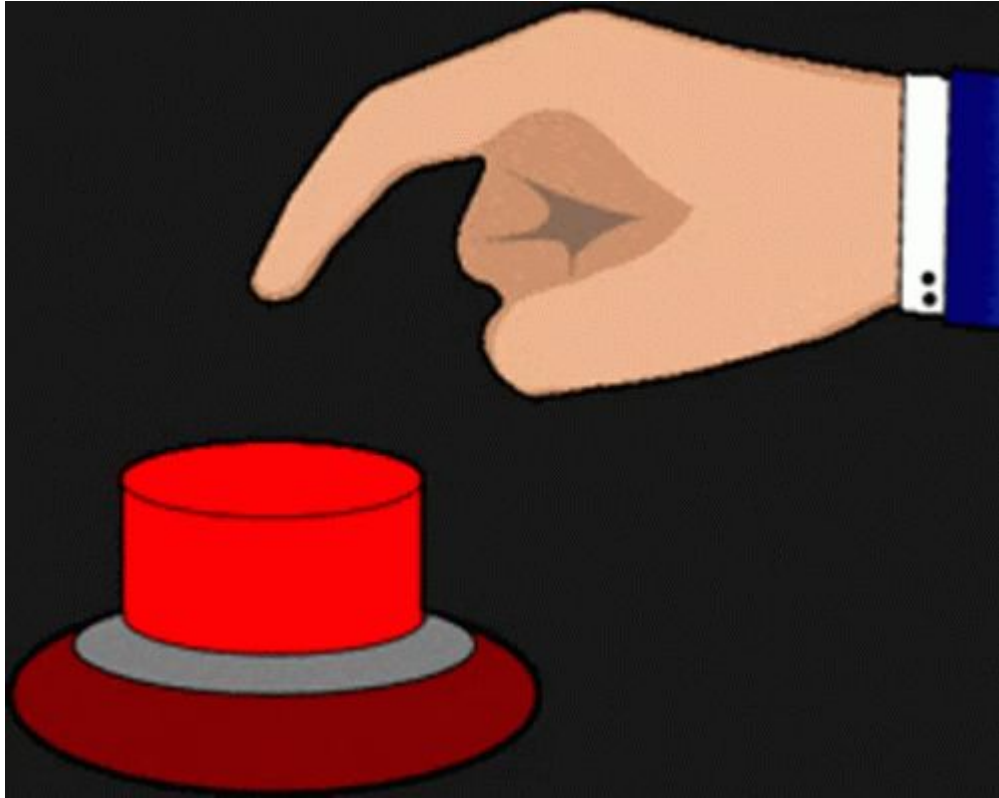


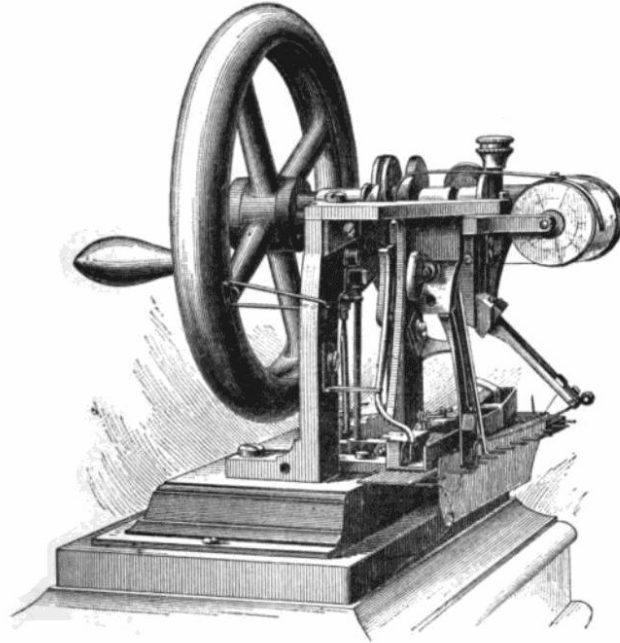
Can you remember the word?

press



Can you remember the word?

Machine
/mə'ʃi:n/



Can you remember the word?

It's not working



Game!

<https://wordwall.net/resource/88744958/day-4-how-to-give-instruction>

At the shop

<https://www.youtube.com/watch?v=-8GNjs-SJ-8>

Man: It's my first day as a salesman. I wish Vicki were here.

Vicki: Don't worry, I am here.

Man: Good. I'm a little nervous.

Vicki: You're going to be great. I've got my magic wand so I can help you.

Man: You'll be here if I need you?

Vicki: Yes. I'll just be invisible.

Man: Oh look, here comes a customer. Where did Vicki go? Oh, good morning. Can I interest you in our product?

Customer: I don't know. What is it?

Man: It's a lighter.

Customer: I see.

Man: It contains flammable gas.

Well, it's a lighter. Of course it does.

Man: It's 12 inches long.

Customer: I can see that.

Man: And it's red.

Customer: I don't think I like the color.

Man: Vicki! Vicki, it's not going well.

Vicki: That's because you're talking about the features. Tell her about the benefits.

Man: The benefits?

Vicki: Yes. How is it going to make her life better?

Man: Oh I see.



Vicki: And don't forget to let her try it. *Have another go.*

Man: Good morning. I have a product that will make your life easier.

Customer: Really? What's that?

Man: You can throw away your matches and use this to light all your candles, fires and grills.

Customer: Oh it's a lighter.

Man: This long pipe keeps your hand away from the flame so you never get burned.

Customer: I like that. I'm not sure about the color though.

Man: It's bright red so it's easy to find in the kitchen drawer.

Customer: Well, that makes sense.

Man: Try it.

Customer: It doesn't work.

Man: No, it does. Pull hard.

Customer: It's very stiff.

Man: It has a **safety catch**. Would you like to buy it? No, I don't think so.

Customer: It's too difficult to operate.

Man: We sold half a million last year.

Customer: *Thanks all the same.*

Man: It's only ten dollars. Vicki!

Vicki: It's OK, *don't panic*. You were doing well. You just need to explain how it works and tell her the benefits.

Man: The benefits.

Vicki: Yes, that safety catch is a great feature, and it's a **terrific** price.

Man: OK.

Vicki: Try again.

Time: 1:34

Man: Do you want to try it?

Customer: Yes, please.

Man: Now pull very hard. It's stiff because there's a safety catch.

Customer: Yes, it is very stiff.

Man: That's a special feature. It means you don't have to worry about children playing with it.

Customer: It' *childproof*.

Man: Exactly.

Customer: That's very good. How much is it?

Man: Just \$10, so you can *afford* to buy one for all your friends and family.

Man: Hmmm... People often give them as gifts because they're so useful.

Customer: I need to get some Christmas presents.

Man: We sold half a million last year.

Customer: OK, I'll take twenty.

Man: Sure. Would you like to pay by *cash* or *credit card*?

Man: Thanks Vicki!

Salesman

nervous.

magic wand

invisible.

Customer

lighter.

Contain

flammable gas.

Benefits

Match

Candle

Light

fires and grills.

get burned.

Bright

kitchen drawer.

Stiff = hard

safety catch

Pull

Childproof.

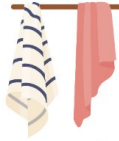
afford

Words for today:

- *Have another go. = try again*
- that makes sense.
- *Can I interest you in => Can I interest you in joining our event this weekend / Can I interest you in our new product line? / Can I interest you in a cup of coffee?*
- It's too difficult to operate.
- *Thanks all the same.*
- *don't panic.*

words for you

Household vocabulary



Towel



Toilet



Laundry basket



Washing machine



Dryer



Iron



Vacuum cleaner



Broom



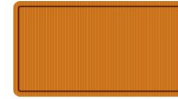
Mop



Bucket



Trash can



Doormat



Light bulb



Cupboard



Paintings



Rug



Cushions



Coffee table



Bedside table



Shelves

