



## MY BUSINESS EXPO PART ONE

By MR P.D. Leonard



**Cast:**

**Vendor**

**Entrepreneur**

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## MY BUSINESS EXPO

- VENDOR :** Good afternoon sir, **can / may** I help you **there / at all** ?
- ENTPNR :** Good afternoon, Yes, **I was just wondering what these are / What are these** ?
- VENDOR :** These are **tablet stands** , a very **useful item** for all **tablet users** , but **our product is quite unique in the sense that this folds up to the size of a small wallet.**
- ENTPNR :** Really? **That sounds quite nifty**, What are the made **of / from** ?
- VENDOR :** Well , It's a **no frills product / low cost** product and they're made from an **inexpensive** acrylic plastic and **rubber**.
- ENTPNR :** I see (pause) So, how much **are they going for / are they** ?
- VENDOR :** They've got a **retail value** of 5.99 each. **I'm sure we can come to some kind of an agreement.**
- ENTPNR :** **That seems quite reasonable**, What's the **wholesale** price ?
- VENDOR :** If you **place an order of over** 500 ( five hundred) units , they **work out at 3 pounds / quid each**.
- ENTPNR :** Oh I see , can I just take a closer look ?
- VENDOR :** **Yes of course / feel free** ( pause) **Let me demonstrate / let me give you a quick demonstration.**
- ENTPNR :** Very interesting , so if I **buy in bulk** they work out at 3 quid each then. What colours are **available**?
- VENDOR :** That's right sir, and they're available in black, blue, lime green and red, **the profit margin** is quite good on this product.
- ENTPNR :** **Alright, I'll take 500 units.**
- VENDOR :** Okay if I can just ask you to fill **in / out** this form with your details please. Will you be **paying in cash or by credit card** sir ?
- ENTPNR :** I'll **pay in cash / by credit card**.
- VENDOR :** Okay , **that'll be** 1500 pounds then please.
- ENTPNR :** **There you go / here you are.****Have you got / Do you have** any leaflets ?
- VENDOR :** We've got a small **brochure / Catalogue** . There you go / Certainly sir take a **leaflet** and we can also send you an e-mail with more detailed information about **our products / our full range of products / our line of accessories.**
- ENTPNR :** Okay, **I'll look forward to hearing from you / It's been nice doing business with you.**

## MY BUSINESS EXPO

### KEY QUESTIONS

Good afternoon sir, **can/may** I help you **there** / **at all** ?  
 What are these ?  
 What are the made **of** / **from** ?  
 How much **are they going for** / **are they** ?  
 What's the wholesale price ?  
 Can I just take a closer look ?  
 What colours are available?  
 Will you be paying in cash or by credit card sir ?  
**Have you got** / **Do you have** any leaflets ?

### PREGUNTAS CLAVES

¿Buenas tardes señor, puedo ayudarle en algo?  
 ¿ Qué son esas cosas?  
 ¿De qué están hechas?  
 ¿ A cuánto van? /¿Cuánto cuestan?  
 ¿ El precio de venta al mayor cuál es?  
 ¿ Puedo echar un vistazo de cerca?  
 ¿ Qué colores hay disponibles?  
 ¿ Pagaré en efectivo o con tarjeta?  
 ¿ Tienes algún folleto?

### KEY VOCABULARY

I was just wondering what these are  
 Tablet stands  
 A useful item  
 Tablet users  
 Our product is quite unique in the sense that..  
 Fold up  
 The size of a small wallet  
 That sounds quite nifty  
 No frills products / low cost  
 Inexpensive  
 Rubber  
 Retail value  
 Pounds / quid  
 I'm sure we can come to some kind of an agreement.  
 That seems quite reasonable  
 Wholesale  
 place an order of over ( x ) amount  
 amount  
 work out at ( x ) amount  
 Each ( per unit)  
 Yes of course / feel free  
 Let me demonstrate / let me give you a quick demonstration  
 Buy in bulk  
 Available  
 The profit margin  
 Alright, I'll take 500 units  
 Fill in / out a form  
 Pay in cash / by credit card  
 That'll be ( x ) amount  
 There you go / here you are  
 Leaflets / Brochures / catalogues  
 our products / our full range of products / our line of accessories  
 I'll look forward to hearing from you / It's been nice doing business with you

### VOCABULARIO CLAVE

Me preguntaba qué son  
 Soportes para tablet  
 Un producto útil  
 Usuarios de tablets  
 Nuestro producto es bastante único en el sentido que ..  
 Plegar  
 El tamaño de una cartera pequeña  
 Suena bastante  
 Productos de bajo coste  
 Económico  
 Goma  
 Precio de venta  
 Libras  
 Estoy seguro que podemos llegar a un acuerdo  
 Parece bastante razonable  
 Venta al mayor  
 Realizar un pedido de más de (x) importe  
 Cantidad  
 Sale a (x) importe  
 Cada unidad  
 Claro / adelante  
 Permítame que le haga una rápida demostración  
 Comprar al mayor  
 Disponible  
 El margen de beneficio / ganancia  
 De acuerdo, me llevaré 500 unidades  
 Rellenar una solicitud  
 Pagar en efectivo o con tarjeta  
 El total sería (x) importe  
 Aquí lo tienes  
 Folletos / Catálogos  
 Nuestros productos / Nuestro gama completa de productos / Nuestra línea de accesorios  
 Esperaré ansiosamente / ha sido un placer hacer negocios con usted

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