

9

A BRIGHT FUTURE

VOCABULARY

Collocations

1 Match the two halves of the collocations.

- | | |
|-----------|----------------------------|
| 1 achieve | a the best of |
| 2 go | b bright |
| 3 have | c every opportunity |
| 4 have | d the best in |
| 5 look | e the worst in |
| 6 make | f your goals |
| 7 make | g wrong |
| 8 make | h a go |
| 9 put | i the most of |
| 10 see | j strengths and weaknesses |
| 11 see | k a difference |
| 12 take | l an end to |

- | | | | |
|---------|---------|---------|----------|
| 1 _____ | 4 _____ | 7 _____ | 10 _____ |
| 2 _____ | 5 _____ | 8 _____ | 11 _____ |
| 3 _____ | 6 _____ | 9 _____ | 12 _____ |

2 Complete the sentences with the correct form of the collocations in Exercise 1.

- Sally is an optimist. She always thinks the future _____.
- You will only _____ your _____ if you work hard.
- Why do you _____ to criticise my work? It's very discouraging.
- The project was a disaster. Everything _____.
- Although the weather was terrible, and the hotel was noisy, we _____ a bad situation, and had a good holiday.
- We scored a goal in the last minute, but it didn't _____ to the final result – we still lost the match.
- I had never tried skiing before, but I _____ when I visited friends in Austria, and was quite good at it.
- He always tries to _____ people, which is why he is often disappointed when they let him down.
- As a chess player, Mark _____ – he's good at attacking, but not so good at defending.
- Let's try to _____ our last two days off before school starts again.
- Unfortunately she broke her leg last year, which _____ her tennis career.
- I think someone must have hurt Sarah badly – she always _____ people now.

READING

1 Read the article quickly. Would you describe the writer as an optimist or a pessimist?

2 The first sentence of each paragraph has been removed from the article. Choose the one which fits in each gap.

- It's hard to express the feeling I experienced at that moment.
- So that is exactly what I did.
- I'm still selling mobile phones a year later.
- Their shop was located in a shopping centre right in the middle of the city, and I found it easily.
- A year ago I'd left school, I was 18, and I was living in Brussels.
- Then yet another text appeared: how about selling mobile phones?
- I didn't know the average salesman sells only 15 mobile phone contracts a month.

3 Read the article again and choose the correct answers.

- According to the first paragraph, how did the writer feel when he received his mother's texts?
 - They made him very concerned about her.
 - He realised that she wanted the best for him.
- The writer finally decided to return to Britain because
 - he couldn't afford to stay in Belgium.
 - he liked the idea of selling mobile phones.
- How did the writer feel about his training?
 - surprised that it was so brief
 - worried by the amount of reading involved
- What does the writer mean by 'it was paying dividends' in paragraph 6?
 - providing financial reward
 - bringing good luck
- What is the writer's attitude to his work?
 - He sees it as an important part of his life.
 - He regards it as necessary to make money.

4 Match the highlighted words in the article to the meanings.

- strong feeling of excitement and pleasure _____
- a lot of money _____
- a person or organisation who you rent a room or house from _____
- important parts of something _____
- the words written for and spoken in a film, speech, etc. _____

MY LIFE IN SALES

1 E My mother was texting me almost every day about the awful job market in Britain, trying to persuade me to come home and start a university course to give me better job opportunities. However, her ideas were all really dull: train as an accountant, study law, become a teacher. I was living with a group of friends in a flat in the centre of town, having fun. I knew Mum's suggestions were well-intentioned and the result of nights spent worrying about me. However, they didn't exactly grab my attention.

2 Now this made me pause for thought. I actually loved mobile phones. They always struck me as a modern miracle. It's like carrying a video camera, your entire music collection, and a massive library around with you in your pocket. I've owned several mobile phones in my life – maybe I could have a go at selling them? What was more, I had no desire to spend the rest of my life in Belgium, fun as it was, so I informed my landlord and flatmates that I'd be leaving in two weeks and arranged an interview with a new company called Mobiles-r-Us, based in central Birmingham, not far from where my parents lived.

3 The interview went well and I got the job. I had expected to be given some intensive training for this sales role, but the only guidance I received followed immediately after the interview, lasting all of five minutes. Afterwards, the manager opened his drawer and took out a dozen year-long contracts and a sales script. Holding them out to me, he said, 'Read the script and learn it, then come back to the shop tomorrow and start selling those phones.'

4 I was pretty nervous when the first customer of the day came walking through the door. It was a young man, about my age. My boss told me to take care of him, so I approached and repeated what I'd learned the day before. Much to my surprise, he seemed quite keen, and within ten minutes I had made my first sale: a beautiful, large-screened model with a 12 megapixel camera. It was one of the most expensive in the shop!

5 I imagine a footballer has similar emotions when he scores the winning goal in an important match. All I can say is that I felt that I had arrived, that I had found the thing I was good at, and that doing it better and better was what I wanted to do from then on.

6 I soon broke all the records by selling several times that, to everyone from lawyers to cleaners. I was making a small fortune in bonuses! I had always been good at getting people to do what I wanted, ever since I was a boy, and at last it was paying dividends. Soon I was able to move out of my parents' home, and into my own flat.

7 Will I still be doing it in ten years' time? I honestly can't say. It's quite possible that I will get tired of selling mobile phones – even though the technology is moving so fast and features change every few months. It's essential to keep moving if you want to get on. But there is one thing I am sure of: I'll never get tired of the thrill I get when I make a successful sale. That feeling will stay with me until the day I finally retire – why would I ever stop doing something I love?

