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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.

1 Sally is an optimist. She always thinks the future

2 You will only your if you work hard.

3 Why do you to criticise my work? It's very discouraging.

4 The project was a disaster. Everything

5 Although the weather was terrible, and the hotel was noisy, we a bad situation, and had a good holiday.

6 We scored a goal in the last minute, but it didn't to the final result – we still lost the match.

7 I had never tried skiing before, but I when I visited friends in Austria, and was quite good at it.

8 He always tries to people, which is why he is often disappointed when they let him down.

9 As a chess player, Mark – he's good at attacking, but not so good at defending.

10 Let's try to our last two days off before school starts again.

11 Unfortunately she broke her leg last year, which her tennis career.

12 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.

A It's hard to express the feeling I experienced at that moment.

B So that is exactly what I did.

C I'm still selling mobile phones a year later.

D Their shop was located in a shopping centre right in the middle of the city, and I found it easily.

E A year ago I'd left school, I was 18, and I was living in Brussels.

F Then yet another text appeared: how about selling mobile phones?

G 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.

1 According to the first paragraph, how did the writer feel when he received his mother's texts?
 A They made him very concerned about her.
 B He realised that she wanted the best for him.

2 The writer finally decided to return to Britain because
 A he couldn't afford to stay in Belgium.
 B he liked the idea of selling mobile phones.

3 How did the writer feel about his training?
 A surprised that it was so brief
 B worried by the amount of reading involved

4 What does the writer mean by 'it was paying dividends' in paragraph 6?
 A providing financial reward
 B bringing good luck

5 What is the writer's attitude to his work?
 A He sees it as an important part of his life.
 B He regards it as necessary to make money.

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

1 strong feeling of excitement and pleasure

2 a lot of money

3 a person or organisation who you rent a room or house from

4 important parts of something

5 the words written for and spoken in a film, speech, etc.

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MY LIFE IN SALES

1 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?

