**Part 2** You are going to read a magazine article. Six sentences have been removed from the article. Choose from the sentences **A-H** the one which fits each gap **(8-14).** There is one extra sentence which you do not need to use. There is an example at the beginning **(0).** **(2 points for each question)**

## MAKING MIRRORS

Jane Thomas, together with her husband Clive, returned to Britain after nearly 30 years of living abroad with wonderful memories ( **0 ....I.....)**

Determined to use them rather than just keep them in a box or throw them out. Jane made a shell mirror for her bathroom. This was very much admired by friends and neighbours who came to visit her. **( 8 ..... )**

That was two years ago. Jane now runs her own small mirror-making business. She buys shells from all over the world through a wholesale company and has converted a spare bedroom in her house into an office-cum-studio. **( 9 ..... )**

.

A local carpenter makes frames for her and a glazier then fits the glass inside. Jane does everything else herself: the design, the initial painting of the frame and then the final making up. **(10 ..... )**

Clive is a banker and was able to advise Jane on deciding how much money should be invested when she decided to set up the business. Around £ 3000 was spent on shells alone.
**(11 ..... )** Jane's main problem was knowing how to market her work more widely.

Local shops could only sell a small number because once they had added their profit margin, the mirrors became rather expensive. However, Jane has now made contact with another company that makes and sells mirrors of a different type. **(12 .....)** At such events, the right sort of people get to see the mirrors and can order them directly.

Venturing into other areas, Jane plans to approach restaurants and hotels directly as she thinks her mirrors might be attractive to them. She has also taken a website on the Internet. **(13 .....)** It means Jane doesn't have the expense of travelling around with her range of mirrors in the back of the car.

.

Jane reckons it will take another year before her business starts to make money. **(14 .....)** She would like to employ someone to help her with the administration and preparation of the frames, for example, which would allow her to devote more time to the artistic side.

LIVEWORKSHEETS

**A** Together they can afford to take stands at specialist exhibitions and craft fairs.

**B** This represents about one week's work and each mirror brings in anything between £ 100 and £ 400 for the business.

**C** As Jane discovered, it's a good idea to find a company willing to sell goods on your behalf.

**D** Before long, she was being asked to make mirrors for other people.

**E** But it didn't end there, Jane also had to think about equipment such as the heavy-duty boxes needed to send the mirrors abroad.

**F** She works there, surrounded by shells of every shape and colour and the other materials needed to make the mirrors.

**G** Once this happens, she feels she will be able to concentrate on the side of the business she enjoys.

**H** This is a very economical way of selling.

**I** She also brought back a huge collection of sea shells collected from beaches around the Indian Ocean.

| POINTS 14 | |
|---|---|

## Vocabulary check:

| | | |
|---|---|---|
| 1 | to convert | wstępny |
| 2 | spare | ...połączony z... |
| 3 | office-cum-studio | szklarz |
| 4 | glazier | przypuszczać |
| 5 | initial | zagłębiać się |
| 6 | margin | w twoim imieniu |
| 7 | on your behalf | poświęcić się |
| 8 | to venture | modyfikować |
| 9 | to reckon (informal) | marża |
| 10 | to devote | dodatkowy |

LIVEWORKSHEETS