

**BUSINESS DIARY:** Paul Trout, John Watson

a. Fill in the blanks using the correct form of the verbs.

**Remember:** Present, Past or Future?

Paul Trout and John Watson are the founders of "Shirts-a-Million", a company that \_\_\_\_\_ (make) luxury shirts. Their company \_\_\_\_\_ (be) in Virginia, USA. They \_\_\_\_\_ (open) their first store 3 years ago.

Paul and John usually \_\_\_\_\_ (get) to the office at about 8:30. Paul \_\_\_\_\_ (drive) a hybrid car, but John \_\_\_\_\_ (not like) cars. He \_\_\_\_\_ (ride) a motorbike. They \_\_\_\_\_ (do) about 95% of their business online, and \_\_\_\_\_ (sell) about 3,500 shirts a month. They usually \_\_\_\_\_ (sell) 5% of their shirts in their 2 stores in Richmond, Virginia. This year the company \_\_\_\_\_ (sell) more and more, but they \_\_\_\_\_ (not know) why. Anyway, they \_\_\_\_\_ (be) all very excited about their sales.

The company \_\_\_\_\_ (have) 5 full-time employees. They \_\_\_\_\_ (not have) official meetings. They talk to each other on the phone. At lunchtime, some of them \_\_\_\_\_ (go) to the shops and \_\_\_\_\_ (talk) to customers. They almost always \_\_\_\_\_ (spend) 25% of the day on the phone with their web designer. The website \_\_\_\_\_ (take) a lot of time and money.

To raise money, \$300,000, to open "Shirts-a-Million", they \_\_\_\_\_ (ask) 20 friends from their business school to invest money. At the beginning, their friends \_\_\_\_\_ (be) a bit nervous, but now they \_\_\_\_\_ (be) really happy! The company \_\_\_\_\_ (make) a lot of money! They also \_\_\_\_\_ (wear) the shirts and \_\_\_\_\_ (introduce) their colleagues to the company. For example, a new investor who \_\_\_\_\_ (work) in a large insurance company in Dallas \_\_\_\_\_ (wear) their shirts all last month and last week they \_\_\_\_\_ (get) 12 more customers from Dallas. Paul also \_\_\_\_\_ (administrate) a fan page on Facebook and \_\_\_\_\_ (manage) the company twitter account. He is really very busy.

It's 1 pm but they \_\_\_\_\_ (not talk) to customers and they \_\_\_\_\_ (not work) at the office either. Why? Because they \_\_\_\_\_ at the bank. They \_\_\_\_\_ (meet) at the office 2 hours ago but now they \_\_\_\_\_ (meet) with an account manager because they \_\_\_\_\_ (want) to add new items to their catalog. Paul \_\_\_\_\_ (love) their shirts but John would like to make pants too. Last week they \_\_\_\_\_ (schedule) a meeting with the bank manager, but he \_\_\_\_\_ (not be) there. He \_\_\_\_\_ (be) sick so he \_\_\_\_\_ (go) home. The account manager \_\_\_\_\_ (explain) to them how to plan for next year. They \_\_\_\_\_ (meet) again next week because now they \_\_\_\_\_ (not know) when the pants will be ready.

b. Think of 5 questions you'd like to ask Paul and John