

### **"The Beginning of My Business"**

Three years ago, I started my own business. At first, I worked from home and designed lamps in my small workshop. I made different models and tested new materials. It was difficult because I didn't have many customers.

In the first few months, I sold only a few lamps, but I didn't give up. I advertised on social media and talked to many people about my products. Finally, I found my first big client, a small shop that bought ten lamps from me.

After one year, my business grew. I rented a small studio and hired one assistant. We worked every day, and I learned a lot about sales and marketing. Now, I sell lamps all over the country!

---

#### **Comprehension Questions**

**1 Where did she design her first lamps?**

- a) In a big factory
- b) In her small workshop

**2 How many lamps did she sell at the beginning?**

- a) A few
- b) A lot

**3 What did she do to find more customers?**

- a) She advertised on social media
- b) She closed her business

**4 What happened after one year?**

- a) She rented a studio and hired an assistant
- b) She stopped making lamps

**5 Where does she sell her lamps now?**

- a) In only one city
- b) All over the country

---