A. Tell me about your business journey

- *When did you start your business?*
- *What inspired you to start making 3D lamps?*
- *What was the first product you sold?*
- *How did you feel when you got your first customer?*
- *Did you have any difficulties at the beginning? What were they?*
- *Did you sell your products online from the start, or did you start differently?*
- *When did you make your first big sale?*
- *How has your business changed over time?*
- *What was the most exciting moment in your business journey?*

B. Mini-task: Identify the Past Simple sentence

Choose which one is in the past:

1. **(a)** *I sell lamps online.*
   (b) *I sold my first lamp in 2021.*
2. **(a)** *I make custom designs.*
   (b) *I made my first custom lamp last year.*
3. **(a)** *I don't have many international customers.*
   (b) *I didn't have many customers at first.*
4. **(a)** *Do you advertise your products?*
   (b) *Did you advertise your products in the beginning?*

C. Grammar Focus (15 min) – Past Simple Practice

1. **Gap-fill exercise with your business**
   - *Three years ago, I _____ (decide) to start my business.*
   - *At first, I _____ (make) only a few lamps.*
   - *I _____ (not have) many customers, but I _____ (not give up).*
2. **Sentence transformation:**
   - Convert **present simple** sentences into the **past simple** (using her real experiences).

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- *I design lamps →*

  _____.

- *I don't sell internationally →*

  _____.

3. **Negatives & Questions Practice:**
   - *I sold my first lamp online.* → **Make it negative & interrogative**

     _____

     _____

   - *I worked alone in the beginning.* → **Make it negative & interrogative**

     _____

     _____

D. Speaking Practice – Her Business Story

- **Mini storytelling task:** You create your own short version of *The Beginning of My Business*, using **past simple**:
  - *Where did you start?*
  - *What challenges did you have?*
  - *When did you get your first big order?*
- **Role-play:** You pretend to be a journalist, and she answers questions about her journey.

Timeline activity: **Create a simple timeline of your business journey with key events in the past.**

- **Comparison game:** You say a present tense sentence about business (*I advertise online*), and you change it to past (*I advertised online at first, but now I use word of mouth*).

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1. Gap-Fill Exercise

Complete the sentences with the correct past simple form of the verbs in brackets.

1. I _____ (advertise) my products on social media.
2. Last year, I _____ (create) a new lamp design.
3. In the beginning, I _____ (work) alone, but later I _____ (hire) an assistant.
4. My first big client _____ (buy) ten lamps from me.
5. At first, I _____ (not sell) my products internationally.
6. I _____ (learn) a lot about sales and marketing.
7. I _____ (find) a supplier for new materials.

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