

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).

- *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*).

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.