

Dean Pollard is seventeen and **he runs a successful business**, making delicious chocolates.

Dean has made chocolates since he was ten years old, but he didn't plan to **make money** from them at first. He just wanted to give his grandma something special for her birthday. He found that he enjoyed making chocolates and he soon started winning competitions. His parents were just pleased that his hobby didn't have **a bad effect** on his school work.

In the beginning, Dean just made chocolates for family and friends and he never asked for any money. But at the age of fifteen he decided to turn his passion into a business, so he **set up a website**. He kept his prices quite low, and the first weekend the website came online he was so busy that his parents had to help out so there were enough chocolates for all the customers! He soon

decided to **put his prices up**!

Dean makes a huge range of chocolates with different flavours and he's especially proud of his more unusual flavours like his lemon coconut creams. Mint and strawberry are the most popular flavours with customers, but Dean is particularly proud of his honey and chilli chocolate, not because it makes a lot of money for him, but because it was the first flavour that he developed himself.

So, what are Dean's plans for the summer? A local chocolate-maker in his town has offered him the chance to work for them during the summer holiday, but Dean isn't interested in the job. He really wants to spend the summer working on some exciting new flavours for his chocolates. 'My friends have invited me to go to France with them, but I'm just too busy,' he says. 'Maybe next year!'

- 1 Why did Dean first start making chocolates?
 - ☐ He wanted to earn some money.
 - ☐ He wanted a special present for a relative.
 - ☐ He was looking for a new hobby.
 - ☐ He wanted to win a competition.
- 2 What happened when he first tried to sell his chocolates?
 - ☐ Only his family and friends bought his chocolates.
 - ☐ He made too many chocolates and couldn't sell them all.
 - ☐ Family members had to help him make more chocolates quickly.
 - ☐ His prices were too high.
- 3 Why is his honey and chilli chocolate his favourite?
 - ☐ It makes the most money.
 - ☐ It is the most popular with his customers.
 - ☐ It's his most unusual flavour.
 - ☐ It was his own idea.
- 4 What are Dean's plans for the summer?
 - ☐ to work on some new chocolates to sell
 - ☐ to work for a chocolate-maker in his town
 - ☐ to visit France with his family
 - ☐ to go on holiday with friends