

## Lesson 62: Discounts and Special Offers

By Xandra

### 1. Dialogue

*First, repeat after your tutor. Then, practice each role.*

Hanako works for a clothing factory called Goochi. The company is selling its old stock at a discounted price. Hanako is telling Mr. Morgan, a retail shop owner, about Goochi's special offer.

Hanako: I have good news, Mr. Morgan. Goochi is selling boxes of brand new clothing. We would like to offer that stock to you at a special price, if you're interested.

Mr. Morgan: I'm interested! What are the items?

Hanako: There is tons of winter clothing, undergarments, and business suits. We're selling the whole lot for \$12,000.

Mr. Morgan: Is that your best price? After all, I'm your most loyal customer.

Hanako: I guess we could give you an extra 5% discount.

Mr. Morgan: **Excuse** me **for** saying this, but it doesn't sound like a good offer.

Hanako: We would also deliver the stock to your warehouse free of charge.

Mr. Morgan: That sounds better.

### 2. Today's Phrase

*First, repeat after your tutor. Then, make a few sentences using Today's phrase.*

1. **Excuse** me **for** interrupting, but I have something important to say.
2. Mr. Lee will never **excuse** you **for** behaving badly.
3. I hope you'll **excuse** me **for** coming late.

\* **excuse A for B** / AのB(行為)を許す

### 3. Your Task

*You work for a car dealership company. Your boss has decided to sell the cars at 10% off, with free insurance. The special offer is only good for one month. You remember one customer (=your tutor) who came to check out a car last week. He couldn't decide whether to buy a car or not. You are now talking to him on the phone. Inform him of this special offer.*

### 4. Let's Talk

*What is your opinion of discount stores?*

*How does a company or a department store announce a sale event?*

*Should companies give a higher discount to loyal customers? Explain your answer.*

### 5. Today's photo

*Describe the photo in your words as precisely as possible.*



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