

Lesson 83: Presentation 2 (Insurance Service)

By Xandra

1. Dialogue

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

Taro works for an insurance company. He's showing a family insurance plan to a group of people.
Mr. Martin is one of the listeners.

Taro: Good afternoon. Thank you for coming.

Mr. Martin: What kind of insurance are you going to present?

Taro: I'm here to talk about a family health plan.

Mr. Martin: Family health insurance?

Taro: Yes. Your children will be covered in the health plan.

Mr. Martin: That's a good idea. My son often **tends to** get injured when he plays sports.

Taro: Let me show you the benefits of having the insurance plan.

2. Today's Phrase

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

1. Japanese people **tend to** act very formally at work.
2. Jack **tends to** sleep in seminars.
3. Jill **tends to** bite her nails when she's thinking.

* **tend to ~** / ~する傾向がある

3. Your Task

You work at a car insurance company. Now you are having a meeting with a customer (=your tutor).

First, greet to her politely and introduce yourself. Then, tell her why it is important to have car insurance.

Ask her how often she drives a car, and try to sell your company's best insurance plan to her.

4. Let's Talk

What do you know about business presentations?

Have you ever experienced doing a presentation? Tell your tutor about it.

Why are business presentations important?

5. Today's photo

Describe the photo in your words as precisely as possible.



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