

## Lesson 83: Presentation 2 (Insurance Service)

By Xandra

### 1. Dialogue

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

Taro is an insurance agent. He is talking to the executives of a company that has been exporting products to the U.S.

Taro: Thank you for taking the time to see me today. I'm here to talk to you about cargo insurance.

Mr. Martin: What is cargo insurance?

Taro: If your shipment gets lost or damaged, the insurance company can cover it. I heard that you recently expanded your business to the U.S.

Mr. Martin: We haven't had any problems with our shipments to America.

Taro: **In anticipation of** losses and damages during shipment and transport, export companies should have a cargo insurance policy.

Mr. Martin: I thought that shipping companies always pay for the damages.

Taro: That's not always the case.

Mr. Martin: How much does cargo insurance cost?

Taro: I have prepared a cost information sheet for you. You can read all about it here (Handing some paper to Mr. Martin). I'm also leaving my business card with you.

Mr. Martin: Thank you for talking to us about the insurance. The executives and I will make a decision on it soon.

### 2. Today's Phrase

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

1. **In anticipation of** a flood, the residents quickly evacuated the village.
2. My mother cleaned the house **in anticipation of** Mr. Lee's visit.
3. The police man patrols the streets at night **in anticipation of** a gang riot.

\* **in anticipation of** ~ / ~を予期して

### 3. Your Task

You work at an insurance company "AFLEC" and you are about to make a presentation to a group of people (=your tutor). Introduce yourself and tell them that you'll be talking about insurance. Start the presentation with the following topics. 1) What are the different kinds of insurance? 2) What's the importance of having insurance? 3) What kind of coverage do people get?

### 4. Let's Talk

What is an ideal place to do a business presentation?

What are some materials and equipment that you could use in a presentation?

Do you practice or memorize your presentation? Why or why not?

### 5. Today's photo

Describe the photo in your words as precisely as possible.



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