

Lesson 99: Appreciation 4 (Thanking a Business Associate)

By Xandra

1. Dialogue

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

Mr. Yamada is a company executive at Hydra Computers. Mr. Sawyer's company has just delivered microchips to Hydra Computers. Mr. Yamada is thanking Mr. Sawyer for his cooperation.

Mr. Sawyer: Hello, Mr. Yamada. It's nice of you to call. How is business?

Mr. Yamada: As you know, we're rushing the production of the new X-Phone Plus.

Mr. Sawyer: Oh, yeah. My company has just delivered the microchips that you needed.

Mr. Yamada: That's the reason I'm calling. I'd like to thank you for accommodating our order at such a short notice.

Mr. Sawyer: Don't mention it, Mr. Yamada.

Mr. Yamada: We had previously called several manufacturers but none of them would take the order. I was so relieved when you **came through for** Hydra.

Mr. Sawyer: Hydra has always been a good client for us. So, I should thank you for your business.

Mr. Yamada: By the way, you're invited to the launch party of the X-Phone Plus. We will reserve 2 seats for you.

Mr. Sawyer: That's a huge event. I'd be honored to attend the party. Thank you so much.

Mr. Yamada: It's nothing. It's my way of showing our gratitude to you. I'll see you at the party.

2. Today's Phrase

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

1. The company president **came through for** his employees when the economy turned bad.

2. Jack **came through for** me when I needed help. He's a good friend.

3. Mr. Lee was the only one who **came through for** her when she got into trouble.

* **come through for A** / Aを支える、Aの要求に応える

3. Your Task

Situation 1: You own a company, and you hired an accounting firm to do your financial work. Your accountant has found a way to reduce your taxes, and she's given you a lot of good financial advice. Express your appreciation for her excellent work. Tell her that you would like to treat her to dinner one day.

Situation 2: You own a supermarket, and you rely on the suppliers to keep the customers coming. You have invited all the suppliers to your company's New Year's party. You are now giving a short speech, and it's your chance to thank the suppliers for supporting your business for many years. Tell your tutor what you're going to say in your speech.

4. Let's Talk

In Japan, is it common to treat suppliers, sellers and service providers to dinner and drinks? Explain your answer.

Why is it important to maintain a good relationship with suppliers, sellers and service providers?

What can companies expect to happen after showing their appreciation to their business partners and business associates?

5. Today's photo

Describe the photo in your words as precisely as possible.



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