

The Office - Closing The Deal (C0205)

Mr. Smith: I'm glad you could find time to meet with me, Mr. Johnson. I can't think of a nicer environment for our meeting today, the ambiance here is lovely!

Mr. Johnson: No problem, if possible I always combine business with pleasure. Now, let's hear more about these chocolates you're offering.

Mr. Smith: Well, as you know, I have recently become the sole distributor for Grangers Gourmet Bon-bons here in the United States. They're a new manufacturer and are looking to break into the luxury market. Naturally, your restaurant sprang into my mind immediately. I think your brand exemplifies many of the same traits as Grangers and serving these chocolates would really add to your reputation for providing elegant, luxurious, first class dining.

Mr. Johnson: Hmm, sounds interesting.... gourmet chocolates, where are they produced? Belgium?

Mr. Smith: Actually, the factory is located in Scotland.

Mr. Johnson: Really? I didn't think they were known for their luxury chocolate production. . .

Mr. Smith: That's what makes this such a fantastic opportunity! The government is one hundred percent supportive of creating new export markets and has guaranteed a low tariff for all wholesale orders of over one thousand units. They've also reduced the red tape involved at customs as well. Here, I brought these especially for you, try one!

Mr. Johnson: Oh, thanks. Mmm, hmm, creamy texture, smooth. . . .

Mr. Smith: Unique aren't they? I bet you've never tasted anything like it! Quality is assured as I personally visit the factory to make sure no one's cutting corners with the ingredients. Only the crème de la crème make it through inspection.

Mr. Johnson: Yes, very interesting flavors.....
Slightly spicy, very unique, that's for sure. Exactly what ARE the ingredients?

Mr. Smith: I have it on highest authority that this traditional secret recipe has been handed down in the Granger family for generations. I'm sure you can keep a secret. Buttermilk, cacao beans, sugar and Haggis.

Mr. Johnson: Haggis? What's Haggis?

Mr. Smith: It's a traditional Scottish delicacy; you take sheep's liver, heart and lung and stuff it inside of the sheep's stomach.

Mr. Johnson: Ah, get back to you.

Mr. Smith: Mr. Johnson? Mr. Johnson?

Key Vocabulary

ambience	<i>common noun, singular</i>	the atmosphere of a place
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distributor	<i>common</i>	<i>noun, singular</i>	a person or business that sells to retail stores
manufacturer	<i>common</i>	<i>noun, singular</i>	a company that makes goods
break into	<i>principle</i>	<i>verb, in- finitive</i>	enter quickly
spring	<i>principle</i>	<i>verb, past simple</i>	To appear or come into being quickly
exemplify	<i>principle</i>	<i>verb, present simple</i>	sets an example, a demonstration
trait	<i>common</i>	<i>noun, plural</i>	a characteristic feature or quality
factory	<i>common</i>	<i>noun, singular</i>	place where goods are made
know		<i>Adjective</i>	famous for, easily recognized
tariff	<i>common</i>	<i>noun, singular</i>	a tax or amount of money to be paid
wholesale	<i>common</i>	<i>noun, singular</i>	The sale of goods in large quantities.

red tape	<i>common</i>	<i>noun,</i> <i>singular</i>	procedures required to gain bureaucratic approval
cutting corners		<i>phrase</i>	To do something in the easiest or most inexpensive
hand down		<i>phrase</i>	to pass from one family member or generation to th
Haggis			made of sheep's viscera minced with oatmeal, suet,
stuff		<i>principle</i> <i>verb,</i> <i>present simple</i>	to pack tightly, to cram inside

Supplementary Vocabulary

Angel Investors	<i>common</i>	<i>noun,</i> <i>singular</i>	Individuals who back emerging entrepreneurial ventures, usually as a bridge to get from the self-funded stage to the level of business that would both need and attract venture capital.
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Joint Venture	<i>common singular</i>	<i>noun,</i>	A legal entity created by two or more businesses joining together to conduct a specific business enterprise with both parties sharing profits and losses.
Venture Capital	<i>common singular</i>	<i>noun,</i>	A form of financing for a company in which the business gives up partial ownership and control of the business in exchange for capital over a limited time frame, usually 3-5 years.
Merger	<i>common singular</i>	<i>noun,</i>	A joining together of two previously separate corporations.
Audit	<i>common singular</i>	<i>noun,</i>	an evaluation of a person, organization, system, process, enterprise, project or product.