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| Referring to the previous meeting | Referring to information |
|  |  |
| * "We met at the trade fair last week" * "It was great to meet you, really enjoyed our conversation" * "As I said at the show" | * "I hope you were impressed by the demonstration" * "You can refer to the attachment, go through our collection of videos on our Vimeo channel" * "Please take a look at the client testimonials" * "Check out our interactive demo" |
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a)  
(QAR Medical Booth at the trade fair)

You: Good afternoon, welcome to QAR Medical. I'm Julia Pasternak. How are you today?

Partner B: Hi Julia, I'm doing well, thanks. How about you?

You: I'm doing great, thank you. What brings you to the trade fair today?

Partner B: I'm here to learn more about the latest medical technology and see if there's anything that could benefit our company.

You: That's great to hear. Can you tell me a little bit more about your company and what you do?

Partner B: Sure, we're a medical device manufacturer that specializes in surgical instruments and implants. We're always looking for innovative technology to improve our products and services.

You: That's really interesting. At QAR Medical, we focus on developing cutting-edge technology for medical education and training. Our products include augmented reality and holographic anatomy programs that allow for hands-on training in medical procedures.

Partner B: Wow, that sounds impressive. Have you had any success with your products so far?

You: Yes, we've had a lot of success. Our products have been used by medical schools, hospitals, and other healthcare institutions to train doctors, nurses, and other medical professionals. In fact, we were recently recognized as one of the top 10 medical technology companies by a leading industry publication.

Partner B: That's quite an achievement. How do your products differ from other medical training tools on the market?

You: Our products are designed to be immersive and interactive, allowing users to practice real-life scenarios in a safe and controlled environment. We also offer a wide range of customization options, including support for all major headset manufacturers.

Partner B: That sounds really promising. I'd love to learn more about your products and how they could benefit our company.

You: Absolutely. We can schedule a follow-up call to discuss in more detail and answer any questions you may have. How does that sound?

Partner B: That sounds great. Thank you, Julia.

You: You're welcome. It was a pleasure talking with you. Have a great day.