



B1-B2 • Business English

Side Hustles

1. WARM-UP QUESTIONS

1. Why do people start side hustles?
2. What risks do they face?
3. How do you avoid burnout with two jobs?
4. What skills transfer from a side hustle to a career?
5. When should a side hustle stay small?

2. VOCABULARY PREVIEW

Match the words with their meanings:

- | | |
|-------------------------|--|
| ___ 1. proof of concept | a. encourage customers to buy more |
| ___ 2. market fit | b. a bill sent for work completed |
| ___ 3. bootstrap | c. how well a product meets customer needs |
| ___ 4. freelance | d. a specific item you must produce |
| ___ 5. scope creep | e. evidence that an idea can work |
| ___ 6. deliverable | f. sequence of leads or projects in progress |
| ___ 7. retainer | g. uncontrolled growth of a project's goals |
| ___ 8. pipeline | h. work for yourself on short contracts |
| ___ 9. invoice | i. build with minimal external funding |
| ___ 10. upsell | j. ongoing fee for continued services |

3. READING

A Lab for Ideas

A side hustle is a laboratory. With low stakes and direct customer feedback, you can test a proof of concept and learn what real people will pay for. The constraints teach discipline: bootstrapping forces clarity, and limited time pushes you to focus on market fit.

Treat it like a business from day one. Define scope and deliverables, price clearly, invoice quickly, and build a simple pipeline. Say no to scope creep and yes to rest. The goal isn't always to quit your job—sometimes the best side hustle is a sustainable source of learning and optionality.

Boundaries matter: check employment contracts, tax rules, and conflicts of interest early. Protect your energy with a fixed weekly slot and a clear 'stop' time. Productize repeating tasks into packages with scope, price, and timeline. Track your time and effective hourly rate; if it drops, raise prices or shrink scope. The point is learning and optionality, not pretending you have two full-time jobs.

4. COMPREHENSION

1. Why is a side hustle described as a laboratory?
2. How does bootstrapping help?
3. What should be defined from day one?
4. Why is saying no to scope creep important?
5. What is the goal of a side hustle, according to the text?

5. VOCABULARY REVIEW

Fill in the blanks with words from the vocabulary list:

1. Run a small test to get _____ before investing more.
2. Talk to users early to check for _____.
3. We decided to _____ and keep costs low.
4. She prefers to _____ instead of taking a full-time job.
5. Protect the project from _____.
6. Each _____ must be clear and measurable.
7. I work on a monthly _____ with two clients.
8. Keep your sales _____.
9. Send the _____ the same day you finish.
10. Offer a small _____ that adds value.

6. WORD FORMATION

One cell is blank in each row. Complete the missing form.

Verb	Noun	Adjective
_____	delivery/deliverable	delivered
retain	_____	retained
invoice	invoice	_____

_____	growth	growing
sustain	_____	sustainable

7. COLLOCATIONS

Match the words that go together:

- | | |
|-------------------|-------------|
| 1. repeat | a. business |
| 2. recurring | b. pipeline |
| 3. steady | c. work |
| 4. client | d. fit |
| 5. product-market | e. revenue |

8. ERROR CORRECTION

Find and correct the mistakes:

1. He don't send invoices on time and cashflow suffer.
2. We have agree the scope but it keeps creeping.
3. If I would price clearly, clients pay faster.
4. There is too many side projects and no rest.
5. She are bootstrapping but spend a lot on tools.

9. GRAMMAR REVIEW

Complete the sentences:

1. If you _____ (define) deliverables, work stays focused.
2. Only after the payment _____ (arrive) did we start.
3. Had we _____ (track) the pipeline, we'd have less gaps.
4. If she _____ (price) by value, revenue could grow.
5. They felt tired because the workload _____ (be) heavy.

10. PASSIVE VOICE TRANSFORMATIONS

Change to passive voice:

1. Clients pay invoices within 14 days.
2. They offered an upsell at checkout.
3. We will confirm the scope by email.

11. DISCUSSION

1. How do you avoid burnout with a side hustle?

2. When should you raise prices?
3. What makes a good proof of concept?
4. Which skills transfer back to your day job?

12. CRITICAL THINKING

Write 150–200 words outlining a realistic side-hustle plan you could start this month, including scope, pricing, and time boundaries.

Answer Key

Vocabulary Preview: 1-e, 2-c, 3-i, 4-h, 5-g, 6-d, 7-j, 8-f, 9-b, 10-a

Vocabulary Review: 2. proof of concept; 3. market fit; 4. bootstrap; 5. freelance; 6. scope creep; 7. deliverable; 8. retainer; 9. pipeline; 10. invoice; 11. upsell

Word Formation: deliver/delivery/deliverable/delivered; retain/retainer/retention/retained; invoice/invoice/invoiced; grow/growth/growing; sustain/sustainability/sustainable

Collocations: 1-a, 2-e, 3-b, 4-c, 5-d

Error Correction: He doesn't send invoices on time and cash flow suffers. | We agreed on the scope, but it keeps creeping. | If I priced clearly, clients would pay faster. | There are too many side projects and no rest. | She is bootstrapping but spends a lot on tools.

Grammar Review: 2. define; 3. arrived; 4. tracked; 5. priced; 6. was

Passive Voice: 1. Invoices are paid within 14 days.; 2. An upsell was offered at checkout.; 3. The scope will be confirmed by email.