



# Unidad

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## Venta rápida

Roy Reeves es un vendedor. Él vende aspiradoras y trabaja para un gran fabricante. El lunes pasado el señor Reeves salió más temprano que de costumbre pues tenía por delante un día muy ocupado y no quería llegar demasiado tarde a casa. Él iba a demostrar el último modelo fabricado por su empresa, la "Aspiradora Instantánea", a ocho de los mejores clientes de la empresa. En cada almacén debía hablar con el gerente, ofrecerle una demostración y conseguir el mayor número de pedidos posible.

A las nueve menos cuarto, él detuvo su automóvil afuera de Limelight & Co. Entró al almacén llevando la aspiradora en una mano y su portafolio en la otra. Entregó su tarjeta comercial a la recepcionista y solicitó hablar con el gerente. La recepcionista le dijo que el señor Morrison, el gerente, se había ido a una reunión pero que estaría de vuelta en unos veinte minutos.

El señor Reeves esperó pacientemente media hora. En ese momento la secretaria del señor Morrison salió del despacho del gerente.



El Sr. Morrison lo recibirá ahora, señor  
¿Quiere pasar por, favor?

El señor Reeves recogió su aspiradora y entró en la oficina.



Buenos días, señor Reeves. Lamento  
haberlo hecho esperar. ¿Qué es lo que  
trae ahí?



Se trata de nuestro modelo más reciente Sr. Morrison: la "Aspiradora Instantánea". Si usted me lo permite, me gustaría darle una demostración. Esta aspiradora satisface todos los sueños de una ama de casa. Funciona mediante una batería especial, recargable y por lo tanto no es necesario que este conectada todo el tiempo y como usted ve, no requiere un cable. Además, es muy liviana y silenciosa. Para vaciarla solamente hay que presionar éste botón y sacar la bolsa desechable de papel que contiene el polvo. Apenas cuesta un poco más que nuestro modelo anterior.

El señor Morrison se sentó y contempló la aspiradora con entusiasmo.



Sabe usted, señor Reeves, hoy es el cumpleaños de mi esposa y no se me ocurría qué regalarle. Esta aspiradora es justamente lo que ella necesita. ¡Voy a compararla de inmediato! ¿Cuánto vale?

Roy Reeves había asegurado su primera venta. Volvió feliz a su automóvil.

# Unit 17

## Quick sale

Roy Reeves is a salesman. He sells vacuum cleaners and works for a big manufacturer. Last Monday, Mr. Reeves set off earlier than usual since he had a busy day ahead of him and he didn't want to get back home too late. He was going to demonstrate his company's latest model, the "Instant Sweeper", to eight of the firm's best clients. At each shop he was going to speak to the manager, give a demonstration, and obtain as many orders as possible.

At a quarter to nine, he stopped his car outside Limelight & Co. He walked into the shop carrying the vacuum cleaner in one hand and his briefcase in the other. He handed his business card to the receptionist and asked to speak to the manager. The receptionist told him that Mr. Morrison, the manager, had gone off to a meeting but he would be back in about twenty minutes.

Mr. Reeves waited patiently for half an hour. Then Mr. Morrison's secretary came out of the manager's office.



Mr. Morrison will see you now Sir.  
Will you please come in?

Mr. Reeves picked up his vacuum and went into the office.



Good morning, Mr. Reeves. Sorry to keep you waiting. What have you got there?



It's our newest model, Mr. Morrison: the "Instant Sweeper". With your permission, I'd like to give you a demonstration. This sweeper fulfills every housewife's dream. It works on a special rechargeable battery so that it isn't necessary to plug it in all the time, and, as you can see, it doesn't need a cord. It is also very light and quiet. To empty it you only need to press this button and remove the disposable paper bag containing the dirt. Furthermore, it's not very expensive. It's just a little more expensive than our previous model.

Mr. Morrison sat and looked at the vacuum cleaner with enthusiasm.



You know, Mr. Reeves, my wife's birthday is today, and I just couldn't think of what to give her. This vacuum cleaner is exactly what she needs. I'll buy it right away. How much does it cost?

Roy Reeves had secured his first sale. He got back into his car as a happy man.

### New Vocabulary

#### Nouns

- Button
- Dirt
- Manufacturer
- Salesman
- Sweeper
- Vacuum cleaner

#### Verbs

- Fullfill
- Hand
- Obtain
- Plug
- Press
- Set off

#### Adjectives

- Disposable
- Expensive
- Latest
- Light
- Newest
- Quiet
- Rechargeable

**Now, something important!****Prepositions**

**Back:** in, at or toward a previous place or condition or an earlier time.

**Example:** He didn't want to get **back** home too late.

**Into:** toward the inside or middle of something and about to be contained, surrounded or enclosed by it.

**Example:** He walked **into** the shop carrying the vacuum cleaner.

**Out of:** from a place or position inside something to a place or position that is beyond it or not part of it.

**Example:** Then, Mr. Morrison's secretary came **out of** the manager's office.

**Ahead of:** to be in future or before.

**Example:** Mr. Reeves set off earlier than usual since he had a busy day **ahead of** him.

**NOTICE:** Get back, walked into. This combination of verb and adverb or a verb and a preposition, or both in which the combination has a different meaning from the words considered separately; are called **phrasal verbs**.

**Get back:** return

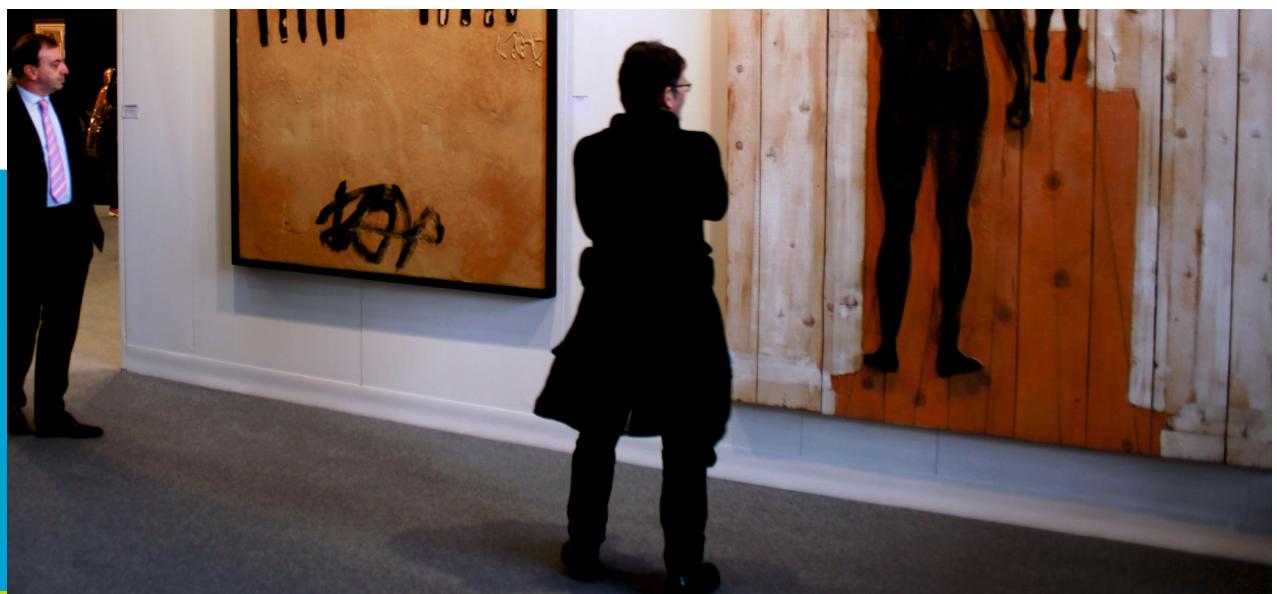
**Walked into:** go into a place directly

**Ref**

For better reference, see **Finding Out About Grammar Book**, Unit 8 Pages 96 and 102-136.

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## Una decisión difícil

Desmond y Sandy se van a casar pronto. Todavía no pueden tener una casa propia. Así que, por ahora han alquilado un pequeño apartamento sin amoblar, en Hoboken. En este momento están ocupados escogiendo y comprando muebles, alfombras, cuadros y adornos para su nuevo hogar. Les gusta recorrer tiendas de usados y de antigüedades en busca de muebles raros. La semana pasada compraron un precioso escritorio antiguo en subasta.

Ayer por la tarde, cuando volvía del trabajo, Sandy se detuvo a mirar en la vitrina de un anticuario. Había unas hermosas pinturas de vaqueros e indios que ella pensó podrían lucir muy bien en su sala. Entró al almacén y preguntó el precio de las dos pinturas que más le habían gustado. El dueño del negocio era un anciano de más o menos 70 años. Cuando Sandy entró, él le sonrió amablemente.



¿Ah, sí? A mí me fascinan las antigüedades y como voy a casarme pronto, pensé que esas pinturas se verían muy bien en la sala de nuestra nueva casa.

El anciano fue hasta la vitrina y trajo los cuadros para que Sandy los examinara.



Me gustan mucho y estoy segura de que a mi novio le gustarán también pero, no sé si estaremos en condiciones de adquirirlos.



Si usted realmente lo desea, dígale a su novio que venga a verme. ¡Estoy seguro de convencerlo para que no desilusione a su novia!



Buenas tardes, señorita.



Buenas tardes. ¿Cuánto valen esas dos pinturas de la vitrina, por favor?



¿Las quiere para usted?



Pues, sí. ¿Por qué me pregunta eso?



Es que la mayoría de los jóvenes de hoy prefieren el arte moderno. Muy pocas de nuestras clientes hoy en día son bellas jóvenes.

## Unit 18

## A difficult decision

Desmond and Sandy are to be married soon. They can not afford a house of their own at the moment, so **for the time being**<sup>1</sup>, they have rented a small unfurnished apartment in Hoboken. At the moment, they are busy choosing and buying furniture, carpets, pictures and ornaments for their new home. They like to look around junk and antique shops for odd pieces of furniture. Last week they bought a beautiful antique desk at an auction.

Yesterday evening on her way home from work, Sandy stopped to look at the window of an antique shop. There were some lovely old paintings of Cowboys and Indians which, she thought might look very nice in their living room. She went into the shop and asked the price of the two paintings she had liked best. The owner of the shop was an old man of about seventy. He smiled pleasantly at Sandy when she came in.



Good evening, young lady.



Good evening. How much are those two paintings in the window, please?



Do you want them for yourself?



Well, yes. Why do you ask?



It's just that most young people prefer modern art. Very few of our customers nowadays are pretty young ladies.



Really? I love antiques and since I'm getting married soon, I thought those paintings would look very nice in the living room of our new house.

The old man went to the window and brought the paintings for Sandy to examine.



I like them very much, and I'm sure my **fiance**<sup>2</sup> will also like them too, but I don't know if we can afford them.



If you really want them, ask your fiance to come and see me. I'm sure I can persuade him not to disappoint his bride!



### Something we want you to know

1. **For the time being** = meanwhile, in the mean time

2. **Fiance** = future husband  
**Fiancée** = future wife

### New Vocabulary

#### Nouns

- Antique
- Auction
- Bride
- Carpet
- Cowboy
- Fiancé
- Furniture
- Junk
- Ornament
- Piece

#### Verbs

- Afford
- Buy
- Choose
- Like
- Rent
- Smile
- Think

#### Adjectives

- Odd
- Unfurnished

#### Adverbs

- Pleasantly



Now, something important!

### Perfect Tenses

The perfect tenses all give the idea that one thing happens before another time or event.

**Form:** have + past participle

-They <b>have moved</b> into a new apartment. -Have you ever <b>visited</b> Mexico?	The <b>present perfect</b> expresses the idea that something happened (or never happened before) before now, at an unspecified time in the past. The exact time is not important.
-We <b>have had</b> four tests so far this semester.	The <b>present perfect</b> also expresses the repetition of an activity before now.
-I <b>have been</b> here since seven o'clock.	The <b>present perfect</b> when used with for or since, also expresses a situation that began in the past and continues to the present. In the examples notice the difference between since and for: <b>Since</b> + a particular time <b>For</b> + a duration of time

**Ref**

For better reference, see **Finding Out About Grammar Book**, Unit 12 , page 175.