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day 171 funding and planning

Chinese TOCFL B in 220 days
unit 26 · business & the economy

Talk about funding, plans and hiring, and read rules that say “must not” with 不得 + verb.

Signs, contracts and company rules all say “no” with 不得: once you know it, the small print stops being a mystery.

words

word	pinyin	meaning	example
資金	zījīn	funds, capital	我們的資金不夠，還不能開店。 We don’t have enough funds to open a shop yet.
組織	zǔzhī	organisation; organise	他幫大家組織了一次旅行。 He organised a trip for everyone.
才能	cáinéng	talent, ability	她很有音樂才能。 She has a gift for music.
人事	rénshì	personnel, staffing (matters)	公司的人事有一些變動。 There have been some staff changes at the company.
時機	shíjī	the right moment, timing	時機還沒到，再等一等。 The time isn’t right yet: let’s wait a little.
聘請	pìnqǐng	hire, engage (staff)	公司聘請了一位新經理。 The company has hired a new manager.
方案	fāngàn	plan, proposal	這個方案大家都同意。 Everyone agrees with this plan.
召開	zhàokāi	convene, hold (a meeting)	公司明天要召開會議。 The company is holding a meeting tomorrow.
奮鬥	fèndòu	strive, struggle (for a goal)	他為了夢想奮鬥了很多年。 He fought for his dream for years.
投入	tóurù	put in, invest; throw oneself into	他把所有的時間都投入工作。 He puts all his time into his work.
簽訂	qiāndìng	sign (an agreement)	兩家公司下個月要簽訂合作的文件。 The two companies will sign a cooperation agreement next month.
促進	cùjìn	promote, boost	多運動能促進健康。 Exercising more is good for your health.
帶動	dàidòng	drive, give a lift to	這家店帶動了附近的生意。 This shop has brought business to the whole neighbourhood.
開設	kāishè	open, set up (a shop, a course)	學校今年開設了新的課。 The school has started some new courses this year.
穩	wěn	steady, stable	他的工作很穩，收入也不錯。 He has a steady job and a decent income.

曉得	xiǎode	know	我哪曉得他今天不來？ How was I supposed to know he wasn't coming today?
乙	yǐ	B, the second (in a list)	在這份文件上，甲方是公司，乙方是你。 In this document, Party A is the company and Party B is you.
緣故	yuángù	reason, cause	因為天氣的緣故，比賽取消了。 The match was called off because of the weather.
不得	bùdé	must not, may not (on notices and rules)	圖書館裡不得吃東西。 No eating in the library.

pattern 不得 + verb: must not (rules)

who / where | 不得 | verb

不得 (bùdé) + verb is the "must not" of rules, signs and contracts: 不得吸菸 (no smoking). It sounds official; in speech you'd say 不可以 or 不能. Don't mix it up with 不得不 (have no choice but to).

比賽的時候，選手不得說話。 **bǐsài de shíhòu xuǎnshǒu bùdé shuōhuà** Players must not talk during the match.

營業時間：星期一至星期五。 **yíngyè shíjiān xīngqíyī zhì xīngqíwǔ** Open Monday to Friday.

你又沒做錯，無須道歉。 **nǐ yòu méi zuò cuò wúxū dàoqiàn** It's not as if you did anything wrong: there's no need to apologise.

多運動能促進健康。 **duō yùndòng néng cùjìn jiànkāng** Exercising more is good for your health.

dialogue an investor

zhiming 好消息！有一家公司想投資我的公司！他們說我們的想法很創新。
hǎo xiāoxí yǒu yì jiā gōngsī xiǎng tóuzī wǒ de gōngsī tāmen shuō wǒmen de xiǎngfǎ hěn chuàngxīn · Great news! A company wants to invest in my business! They say our idea is really innovative.

meiling 太好了！他們會投入多少資金？
tài hǎo le tāmen huì tóurù duōshǎo zījīn · Fantastic! How much are they putting in?

zhiming 兩百萬。我寫了一個方案：先開設一家小店，再聘請兩個人，幫我推廣產品。
liǎngbǎi wàn wǒ xiě le yí ge fāngàn xiān kāishè yì jiā xiǎo diàn zài pìnqǐng liǎng ge rén bāng wǒ tuīguǎng chǎnpǐn · Two million. I've written a plan: first open a little shop, then hire two people to help me promote the products.

meiling 人事方面的事，我可以幫你找人才。
rénshì fāngmiàn de shì wǒ kěyǐ bāng nǐ zhǎo réncái · I can help you with the staffing side: finding good people.

anna 這是他們給你的文件嗎？「乙方不得把資金用在別的地方。」
zhè shì tāmen gěi nǐ de wénjiàn ma yǐ fāng bùdé bǎ zījīn yòng zài biéde dìfāng · Is this the document they gave you? "Party B must not use the funds for any other purpose."

zhiming 對，乙方就是我。條件不少，可是我覺得時機到了，下個月就簽訂。
duì yǐ fāng jiù shì wǒ tiáojiàn bùshǎo kěshì wǒ juéde shíjī dào le xià ge yuè jiù qiāndìng · Yes, Party B is me. There are plenty of conditions, but I think the time is right. We sign next month.

meiling 不過做生意總有風險，你要想清楚。
búguò zuò shēngyì zǒng yǒu fēngxiǎn nǐ yào xiǎng qīngchǔ · But business always has its risks: think it through.

anna 你的公司能幫助農民賺錢，也能帶動地方的經濟，讓鄉下再繁榮起來。
nǐ de gōngsī néng bāngzhù nóngmín zhuàn qián yě néng dàidòng dìfāng de jīngjì ràng xiāngxià zài fánróng qǐlai · Your company can help farmers earn money and give the local economy a lift: the countryside could thrive again.

zhiming 我拼命奮鬥了三年，就是為了這一天。
wǒ pīnmìng fèndòu le sān nián jiù shì wèile zhè yì tiān · I've fought tooth and nail for three years: this is the day it was all for.

meiling 你又不是第一天做生意，公司也已經很穩了，別緊張。明天我們召開一個「家庭會議」，一起研究條件。
nǐ yòu bú shì dì yī tiān zuò shēngyì gōngsī yě yǐjīng hěn wěn le bié jǐnzhāng míngtiān wǒmen zhàokāi yí ge jiātíng huìyì yìqǐ yánjiù tiáojiàn · It's not as if it's your first day in business, and the company is on solid ground now: relax. Tomorrow we'll hold a "family meeting" and go through the conditions together.

zhiming 好。公司怎麼經營，我很清楚；可是這些條件，我看不太懂。
hǎo gōngsī zěnme jīngyíng wǒ hěn qīngchǔ kěshì zhèxiē tiáojiàn wǒ kàn bú tài dǒng · Fine. I know how to run a company, but these conditions are hard to follow.

write it trace the grey, then write your own

移
yí
move, shift

戶
hù
(measure) household



罐
guàn
can, tin, jar (measure word)

巷
xiàng
lane

good to know · 甲方 and 乙方 (Party A and Party B) name the two sides of a Taiwanese contract: 甲 and 乙 are the first two of the old “heavenly stems”, used like A and B. 曉得 means “know”. It sounds homely and is common in speech: 我哪曉得！ (How should I know!)

Funding, plans, hiring and the small print: you can now follow a start-up’s big day, and read any “do not” sign.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

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day 172 deadlines and positions

Chinese TOCFL B in 220 days
unit 26 · business & the economy

Talk about job openings, deadlines and who does what, and say “through, via” with 透過.

Hiring means ads, deadlines and details, and almost everything in business happens 透過 someone or something.

words

word	pinyin	meaning	example
職位	zhíwèi	position, post	這個職位需要會說英文的人。 This post needs someone who speaks English.
截止	jiézhǐ	close, end (by a deadline)	報名這個星期五截止。 Registration closes this Friday.
期限	qíxiàn	time limit, deadline	這本書的期限是兩個星期。 You can keep this book for two weeks.
徵求	zhēngqiú	seek, ask for (people, opinions)	我們想徵求大家的意見。 We’d like to hear everyone’s views.
指定	zhǐdìng	appoint, specify	請在指定的時間到。 Please arrive at the time given.
指示	zhǐshì	instruction; instruct	我們會照您的指示去做。 We’ll do as you instruct.
代理	dàilǐ	act on behalf of, act as agent	經理不在，這個星期由我代理。 The manager is away, so I’m standing in this week.
顧問	gùwèn	adviser, consultant	他是我們公司的顧問。 He’s our company’s adviser.
廠商	chǎngshāng	manufacturer, supplier	這家廠商的東西又好又便宜。 This supplier’s products are good and cheap.
分工	fēngōng	divide the work	我們分工吧：你洗碗，我擦桌子。 Let’s split the jobs: you wash up, I’ll wipe the table.
上級	shàngjí	superior, higher-ups	這件事要問上級才能決定。 We have to ask the higher-ups before we can decide.
會計	kuàijì	accountant; accounting	我姊姊在一家公司當會計。 My older sister is an accountant at a company.
委託	wěituō	entrust, ask (someone) to handle	這件事我就委託你了。 I’m leaving this one in your hands.
錄用	lùyòng	hire, take on	公司決定錄用她了。 The company has decided to hire her.
透過	tòuguò	through, via	我是透過朋友認識他的。 I got to know him through a friend.

溫	wēn	warm, lukewarm; gentle	這杯茶溫溫的，剛好。 This tea is nice and warm: just right.
細節	xìjié	detail	細節很重要，一點也不能錯。 Details matter: nothing can be wrong.
應付	yìngfù	cope with, deal with	這麼多工作，我一個人應付不來。 I can't cope with this much work on my own.

pattern 透過: through, via

透過 | a person / a channel | do something

透過 + a person, a tool or an event says how something is done: 透過朋友 (through a friend), 透過網路 (online), 透過這次活動 (thanks to this event). It's Taiwan's everyday word; you've met the more formal 通過 too.

我們可以先透過電話跟他們聊一聊。 **wǒmen kěyǐ xiān tòuguò diànhuà gēn tāmen liáo yi liao** We can chat with them on the phone first.

透過這次的活動，大家都認識了。 **tòuguò zhè cì de huódòng dàjiā dōu rènshì le** Everyone got to know each other through this event.

你一個人怎麼應付得了這麼多事？ **nǐ yí ge rén zěnme yìngfù de liǎo zhème duō shì** How can you cope with so much on your own?

dialogue wanted: an accountant

zhiming 李經理，謝謝你願意當我們公司的顧問。
Lǐ jīnglǐ xièxie nǐ yuànyì dāng wǒmen gōngsī de gùwèn · Manager Li, thank you for agreeing to be our adviser.

manager li 不客氣。我看了你的廣告：「徵求會計一名」。什麼時候截止？
búkèqì wǒ kàn le nǐ de guǎnggào zhēngqiú kuàijì yì míng shénme shíhòu jiézhǐ · Not at all. I saw your ad: “Accountant wanted.” When do applications close?

zhiming 這個星期五截止。已經有二十幾個人寫信來了，名單在這裡。
zhè ge xīngqíwǔ jiézhǐ yǐjīng yǒu èrshí jǐ ge rén xiě xìn lái le míngdān zài zhèlǐ · This Friday. More than twenty people have written in already: here’s the list.

meiling 我幫你看過了，這三個人最好，都很有才能。我們可以先透過電話跟他們聊一聊。
wǒ bāng nǐ kàn guo le zhè sān ge rén zuìhǎo dōu hěn yǒu cáinéng wǒmen kěyǐ xiān tòuguò diànhuà gēn tāmen liáo yi liao · I’ve been through them for you: these three are the best, all very able. We can chat with them on the phone first.

manager li 會計很重要，細節一點也不能錯。不過，你一個人怎麼應付得了這麼多事？
kuàijì hěn zhòngyào xìjié yìdiǎn yě bù néng cuò búguò nǐ yí ge rén zěnme yìngfù de liǎo zhème duō shì · An accountant matters: not a single detail can be wrong. But how can you cope with so much on your own?

zhiming 投資的公司還指定了一家廠商，要我們跟他們合作。
tóuzī de gōngsī hái zhǐdìng le yì jiā chǎngshāng yào wǒmen gēn tāmen hézuò · And the investors have named a supplier they want us to work with.

manager li 那你們要好好分工。有的事可以委託別人做，例如請一家公司代理你們的產品。
nà nǐmen yào hǎohǎo fēngōng yǒude shì kěyǐ wěituō biérén zuò lìrú qǐng yì jiā gōngsī dàilǐ nǐmen de chǎnpǐn · Then you need a proper division of labour. Some things you can hand over: get a company to act as agent for your products, for example.

meiling 對，你先聘請一個會計，其他的事慢慢來。
duì nǐ xiān pìnqǐng yí ge kuàijì qítā de shì mànmàn lái · Yes: hire an accountant first, and take the rest one step at a time.

zhiming 好，我們會照您的指示去做。
hǎo wǒmen huì zhào nín de zhǐshì qù zuò · Right, we’ll do as you say.

meiling 期限快到了，你得快一點決定錄用誰。
qíxiàn kuài dào le nǐ děi kuài yìdiǎn juédìng lùyòng shéi · The deadline’s nearly here: you need to decide who to hire, quickly.

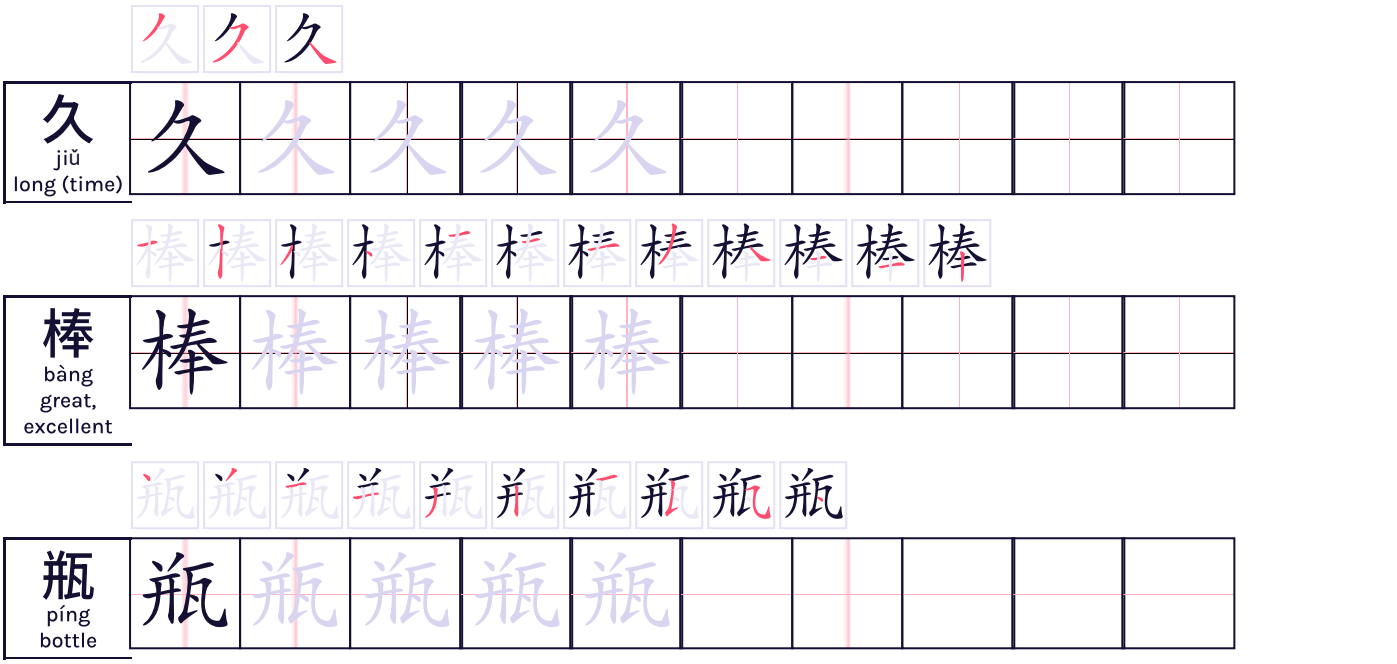
manager li 記住，你現在沒有上級了，什麼都要自己決定。
jìzhù nǐ xiànzài méiyǒu shàngjí le shénme dōu yào zìjǐ juédìng · Remember, you have no boss now: you decide everything yourself.

zhiming 我知道。我會把全部的時間都投入在公司上。
wǒ zhīdào wǒ huì bǎ quánbù de shíjiān dōu tóurù zài gōngsī shàng · I know. I’ll put all my time into the company.

write it trace the grey, then write your own

消 消 消 消 消 消 消 消 消 消

消
xiāo
vanish, subside, go down



good to know · Job ads in Taiwan start with 徵 or 徵求: 徵會計一名 (accountant wanted), 徵工讀生 (part-time student worker wanted). 會計 reads kuàijì: 會 is kuài here, not huì.

Ads, deadlines, details and teamwork: you can now help a friend hire their first employee.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 173 finance and deals

Chinese TOCFL B in 220 days
unit 26 · business & the economy

Talk about money, deals and negotiating, and give two reasons with 一來……二來……

Whether you're haggling over a contract or turning down an invitation, two good reasons work better than one.

words

word	pinyin	meaning	example
供應	gōngyìng	supply	這家店只供應早餐。 This place only serves breakfast.
原料	yuánliào	raw material	做這種紙的原料是竹子。 This paper is made from bamboo.
上市	shàngshì	go on sale; go public	新的手機下個月上市。 The new phone goes on sale next month.
財產	cáichǎn	property, assets	這棟房子是他全部的財產。 This house is everything he owns.
財富	cáifù	wealth, riches	對他來說，健康比財富重要。 To him, health matters more than wealth.
基金	jījīn	fund, foundation	這個基金幫助很多學生念大學。 This fund helps lots of students go to university.
金融	jīnróng	finance, banking	他在一家金融公司工作。 He works at a finance company.
張開	zhāngkāi	open (eyes, mouth, arms)	請張開嘴巴。 Open wide, please.
商標	shāngbiāo	trademark, logo	這個商標大家都認識。 Everyone recognises this logo.
成交	chéngjiāo	close a deal, be sold	好，就這個價錢，成交！ OK, at that price, it's a deal!
談判	tánpàn	negotiate; negotiations	他們談判了三天，終於有了結果。 They negotiated for three days and finally reached a result.
金額	jīné	sum, amount (of money)	請在這裡寫上金額。 Please write the amount here.
賠償	péicháng	compensate, pay damages	東西壞了，店家要賠償。 If the goods are damaged, the shop has to pay compensation.
儲蓄	chúxù	save (money); savings	年輕的時候就應該開始儲蓄。 You should start saving while you're young.
無意	wúyì	have no intention of; unintentional	對不起，我無意讓你難過。 Sorry, I didn't mean to upset you.
形成	xíngchéng	form, take shape	好習慣是從小形成的。 Good habits are formed when you're young.
依然	yīrán	still, as before	雖然下雨，他依然每天去跑步。 Even in the rain, he still goes running every day.

圓形	yuánxíng	circle; round	這張桌子是圓形的。 This table is round.

pattern 一來……二來……: for one thing... for another

一來 | reason one | ，二來 | reason two

一來 + reason, 二來 + reason lists two reasons (or two purposes) for one decision. The decision can come first or last: 一來太貴，二來太遠，我不想去. It's friendly in speech and neat in writing.

一來我們買得很多，二來我們會一直跟他們合作。 **yì lái wǒmen mǎi de hěn duō èr lái wǒmen huì yìzhí gēn tāmen hézuò** For one thing we buy a lot, and for another we'll keep working with them.

基本上，他們應該會同意。 **jīběnshàng tāmen yīnggāi huì tóngyì** Basically, they should agree.

一旦成交了，記得告訴我們！ **yídàn chéngjiāo le jìde gàosù wǒmen** Once the deal is done, let us know!

好習慣是從小形成的。 **hǎo xíguàn shì cóngxiǎo xíngchéng de** Good habits are formed when you're young.

dialogue getting ready to negotiate

david 志明，聽說你明天要跟廠商談判？就是投資公司指定的那一家？
Zhìmíng tīngshuō nǐ míngtiān yào gēn chǎngshāng tánpàn jiù shì tóuzī gōngsī zhǐdìng de nà yì jiā · Zhiming, I hear you're negotiating with the supplier tomorrow? The one the investors named?

zhiming 對。他們供應我們包裝用的原料，可是價錢太高了。
duì tāmen gōngyìng wǒmen bāozhuāng yòng de yuánliào kěshì jiàqián tài gāo le · Yes. They supply our packaging materials, but their prices are too high.

anna 你想把金額降到多少？
nǐ xiǎng bǎ jīné jiàng dào duōshǎo · How far do you want to bring the figure down?

zhiming 一個盒子便宜五塊。一來我們買得很多，二來我們會一直跟他們合作。
yí ge hézi piányí wǔ kuài yì lái wǒmen mǎi de hěn duō èr lái wǒmen huì yìzhí gēn tāmen hézuò · Five dollars less per box. For one thing we buy a lot, and for another we'll keep working with them.

david 基本上，他們應該會同意。還有，如果盒子壞了，他們要賠償。
jīběnshàng tāmen yīnggāi huì tóngyì háiyǒu rúguǒ hézi huài le tāmen yào péicháng · Basically, they should agree. And if boxes arrive damaged, they have to pay compensation.

zhiming 我的顧問也這麼說。細節我都跟他確認過了。
wǒ de gùwèn yě zhème shuō xìjié wǒ dōu gēn tā quèrèn guo le · My adviser says the same. I've gone through the details with him.

anna 對了，你的商標我畫好了：圓形的，像一個太陽，中間是一雙張開的手。
duìle nǐ de shāngbiāo wǒ huà hǎo le yuánxíng de xiàng yí ge tàiyáng zhōngjiān shì yì shuāng zhāngkāi de shǒu · Oh, and I've finished your logo: round like a sun, with a pair of open hands in the middle.

zhiming 太好了！我們的產品下個月就要上市了。銷售的部分，我委託了一家公司代理。
tài hǎo le wǒmen de chǎnpǐn xià ge yuè jiù yào shàngshì le xiāoshòu de bùfen wǒ wěituō le yì jiā gōngsī dàilǐ · Perfect! Our products go on sale next month. For sales, I've hired a company to act as our agent.

david 投資你們的基金是一家大金融公司開的，以後你會變成有錢人吧？
tóuzī nǐmen de jījīn shì yì jiā dà jīnróng gōngsī kāi de yǐhòu nǐ huì biànchéng yǒuqián rén ba · The fund investing in you belongs to a big finance company: you'll be rich one day, right?

zhiming 我無意變成有錢人。我把自己的儲蓄都投進去了，那是我全部的財產。我就是想幫農民。
wǒ wúyì biànchéng yǒuqián rén wǒ bǎ zìjǐ de chúxù dōu tóu jìn qù le nà shì wǒ quánbù de cáichǎn wǒ jiù shì xiǎng bāng nóngmín · I've no intention of getting rich. I've put all my savings in: it's everything I own. I just want to help farmers.

anna 一旦成交了，記得告訴我們！
yídàn chéngjiāo le jìde gàosù wǒmen · Once the deal is done, let us know!

david 放心，你一定應付得了。
fàngxīn nǐ yídìng yìngfù de liǎo · Don't worry: you'll handle it.

write it trace the grey, then write your own

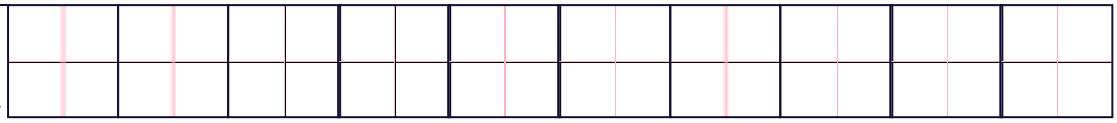
素
sù
element

葉
yè
leaf

濃
nóng
strong, thick (drinks, smell)



乾
gān
dry; get dry



good to know · 上市 means a product goes on sale, or a company is listed on the stock market: 新產品上市, 公司上市. 無意 is “have no intention of”: 我無意傷害你 (I didn’t mean to hurt you). 有意 is the opposite.

Prices, deals, logos and launches: you can now prepare a negotiation, and give two good reasons for anything.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 174 agents and samples

Chinese TOCFL B in 220 days
unit 26 · business & the economy

Talk about trade fairs, samples and sellers, and say “not yet, never” in the written way with 未 / 未曾.

Trade fairs, shops and agents: business runs on samples and promises, and 未 is how forms and reports say “not yet”.

words

word	pinyin	meaning	example
主辦	zhǔbàn	host, organise (an event)	這次比賽是學校主辦的。 The school is organising this competition.
高手	gāoshǒu	expert, ace, master hand	他打球是高手。 He’s an ace at ball games.
師父	shīfù	master, teacher (of a craft)	我的師父教了我十年。 My master taught me for ten years.
任	rèn	let, allow; as you like	每個客人可以任選三種。 Each customer can pick any three.
專人	zhuānrén	a person specially assigned	我們有專人回答你的問題。 We have someone dedicated to answering your questions.
幹部	gànbù	officer, official (of a group)	他是這個團體的幹部。 He’s one of this group’s officers.
委員	wěiyuán	committee member	她是這個比賽的委員。 She’s on the committee for this competition.
支援	zhīyuán	support, back up	人不夠，我們來支援你了！ You’re short of people: we’ve come to back you up!
樣品	yàngpǐn	sample (product)	這是免費的樣品，你可以帶回家。 This is a free sample: you can take it home.
結算	jiésuàn	settle accounts, add up	晚上我們再結算今天賣了多少。 Tonight we’ll add up how much we sold today.
外匯	wàihuì	foreign exchange, foreign currency	他在銀行的外匯部門工作。 He works in the bank’s foreign exchange department.
擔保	dānbǎo	guarantee, vouch for	我擔保這些水果都很新鮮。 I guarantee all this fruit is fresh.
零售	língshòu	retail, sell retail	這家工廠也零售，價錢比較便宜。 This factory sells retail too, and it’s cheaper.
未	wèi	not yet, not (written)	他的病還未好，不能上班。 He hasn’t got better yet, so he can’t go to work.

現成	xiànchéng	ready-made	我沒時間做飯，買了現成的菜。 I had no time to cook, so I bought ready-made dishes.
新式	xīnshì	new-style, modern	這是新式的包裝。 This is a new style of packaging.
一天到晚	yītiāndàowǎn	from morning till night, all day long	他一天到晚都在玩手機。 He's on his phone from morning till night.
預先	yùxiān	in advance, beforehand	要來的話，請預先告訴我。 If you're coming, please let me know in advance.

pattern 未 / 未曾: not yet, never (written)

someone | 未 / 未曾 | verb

未 is the written 沒(有): "not (yet)". 還未好 = 還沒好 (not better yet). 未曾 + verb (+ 過) is the written "have never": 未曾去過 = 從來沒去過. You'll meet them in forms, news and signs: 未滿十八歲 (under eighteen).

有一家很大的零售店想跟我們合作，可是他們未曾賣過水果。 **yǒu yì jiā hěn dà de língshòu diàn xiǎng gēn wǒmen hézuò kěshì tāmen wèi céng mài guo shuǐguǒ** A big shop wants to work with us, but they've never sold fruit.

未滿十八歲的人不能開車。 **wèi mǎn shíbā suì de rén bù néng kāichē** Under-eighteens aren't allowed to drive.

這種水果，我的朋友就很愛吃。 **zhè zhǒng shuǐguǒ wǒ de péngyǒu jiù hěn ài chī** My friend, for one, loves this fruit.

dialogue at the food fair

meiling 哇，人好多！這次的活動是誰主辦的？
wā rén hǎo duō zhè cì de huódòng shì shéi zhǔbàn de · Wow, it's packed! Who's running this event?

zhiming 一個農業團體。他們的幹部和委員都來了。
yí ge nóngyè tuántǐ tāmen de gànbù hé wěiyuán dōu lái le · A farming association. All their officers and committee members are here.

meiling 你的產品快上市了，時機正好。
nǐ de chǎnpǐn kuài shàngshì le shíjī zhènghǎo · Your products are nearly on sale: the timing's perfect.

anna 我們來支援你了！要做什麼？
wǒmen lái zhīyuán nǐ le yào zuò shénme · We've come to back you up! What can we do?

zhiming 幫我發樣品。每個客人可以任選三種。
bāng wǒ fā yàngpǐn měi ge kèrén kěyǐ rèn xuǎn sān zhǒng · Hand out samples for me. Each visitor can pick any three.

meiling 交給我吧，賣東西我可是高手。
jiāo gěi wǒ ba mài dōngxi wǒ kěshì gāoshǒu · Leave it to me: selling is my speciality.

anna 那我們分工：美玲發樣品，我收錢。
nà wǒmen fēngōng Měilíng fā yàngpǐn wǒ shōu qián · Let's divide it up, then: Meiling hands out samples, I take the money.

zhiming 有一家很大的零售店想跟我們合作，可是他們未曾賣過水果，有點擔心。
yǒu yì jiā hěn dà de língshòu diàn xiǎng gēn wǒmen hézuò kěshì tāmen wèi céng mài guo shuǐguǒ yǒudiǎn dānxīn · A big shop wants to work with us, but they've never sold fruit and they're a bit worried.

anna 你可以向他們擔保品質。一來你的水果很新鮮，二來價錢也不貴。談判的時候就這麼說。
nǐ kěyǐ xiàng tāmen dānbǎo pǐnzhí yì lái nǐ de shuǐguǒ hěn xīnxian èr lái jiàqián yě bú guì tánpàn de shíhòu jiù zhème shuō · You can guarantee the quality for them. For one thing your fruit is fresh, and for another it isn't expensive. Say that when you negotiate.

zhiming 我也請了專人回答問題，就是我的師父，他教我種菜。
wǒ yě qǐng le zhuānrén huídá wèntí jiù shì wǒ de shīfù tā jiāo wǒ zhòng cài · I've also got someone just for questions: my old teacher, the man who taught me to grow vegetables.

meiling 這些盒子是現成的嗎？上面的圓形商標好可愛。
zhèxiē hézi shì xiànchéng de ma shàngmiàn de yuánxíng shāngbiāo hǎo kěài · Are these boxes off the shelf? The round logo on them is so cute.

zhiming 不是，是新式的包裝，我們預先做好的。晚上我們再結算今天賣了多少。
bú shì shì xīnshì de bāozhuāng wǒmen yùxiān zuò hǎo de wǎnshàng wǒmen zài jiésuàn jīntiān mài le duōshǎo · No, it's our new-style packaging: we made it in advance. Tonight we'll add up what we sold.

write it trace the grey, then write your own

鮮
xiān
fresh, tasty (of seafood)

辣
là
spicy, hot



椒
jiāo
pepper

燙
tàng
scalding hot; burn, scald

good to know · 任 + verb means “as you like, freely”: 任選三種 (pick any three), 任你吃 (eat as much as you like). 師父 (shīfù) is a master who teaches you a craft or a martial art; 師傅 (same sound) is a skilled worker you address politely.

Samples, shops, guarantees and a written “never”: you can now work a stand at a trade fair.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 175 budgets and layoffs

Chinese TOCFL B in 220 days
unit 26 · business & the economy

Talk about budgets, layoffs and paying bills, and say "both A and B" with 既 A，也 B.

When the economy slows, layoffs and budgets are the talk of every office, and 既……也…… lets you weigh up two sides at once.

words

word	pinyin	meaning	example
合約	héyuē	contract	簽合約以前，要看清楚每一個字。 Read every word carefully before you sign a contract.
退回	tuìhuí	return, send back	東西有問題，可以退回去。 If there's a problem with it, you can send it back.
預算	yùsuàn	budget	我們這次旅行的預算不多。 We don't have a big budget for this trip.
供	gōng	provide, supply	這家公司供吃供住，薪水也不錯。 This company provides meals and a room, and the pay is good too.
開除	kāichú	fire, expel	他常常遲到，被公司開除了。 He was always late, so the company fired him.
工會	gōnghuì	trade union	工會正在跟公司談薪水的事。 The union is talking to the company about pay.
膨脹	péngzhàng	expand, swell	東西熱了會膨脹。 Things expand when they get hot.
衰退	shuāituì	decline, decay	經濟衰退，很多人找不到工作。 With the economy in decline, lots of people can't find work.
繳	jiǎo	pay (a bill, a fee)	這個月的電費我已經繳了。 I've already paid this month's electricity bill.
折合	zhéhé	convert into, be equal to	一百美金大約折合三千多塊錢。 A hundred US dollars comes to about three thousand-odd (Taiwan) dollars.
兼	jiān	do two jobs at once, double as	他白天上班，晚上兼一份工作。 He works in the day and has a second job in the evenings.
收據	shōujù	receipt	請給我收據。 Could I have a receipt, please?
裁員	cáiyuán	cut staff, lay off	這家公司今年裁員了一百人。 This company laid off a hundred people this year.
向來	xiànglái	always (up to now)	他向來很準時。 He's always on time.
修正	xiūzhèng	revise, correct	這個計畫要修正一下。 This plan needs some revision.
優良	yōuliáng	excellent, fine	這家店的服務向來很優良。 This shop's service has always been excellent.

再度	zàidù	once again (written)	他再度回到了臺灣。 He came back to Taiwan once again.
照常	zhàocháng	as usual	颱風過了，商店明天照常營業。 The typhoon has passed: shops will open as usual tomorrow.

pattern 既 a，也 b: both a and b

someone / something | 既 | A | ，也 | B

既 A，也 B puts two qualities or facts side by side: 既認真，也有能力 (both serious and capable). It's close to 既 A 又 B, which you already know; 也 makes B sound like an extra point. A and B are usually both good or both bad.

主管說我既認真，也有能力。 **zhǔguǎn shuō wǒ jì rènzhēn yě yǒu nénglì** My manager says I'm both serious and capable.

除此之外，我們每個月還要繳水電費。 **chú cǐ zhī wài wǒmen měi ge yuè háiyào jiǎo shuǐ diàn fèi** On top of that, we pay water and electricity every month.

你會被開除嗎？不至於吧。 **nǐ huì bèi kāichú ma bú zhìyú ba** Will you be fired? Surely not.

這家店的服務向來很優良。 **zhè jiā diàn de fúwù xiànglái hěn yōuliáng** This shop's service has always been excellent.

dialogue bad news at work

meiling 糟糕，我們公司要裁員了。
zāogāo wǒmen gōngsī yào cáiyuán le · Bad news: my company is cutting jobs.

anna 怎麼會這樣？你們公司向來很穩啊。
zěnme huì zhèyàng nǐmen gōngsī xiànglái hěn wěn a · How come? Your company has always been so stable.

meiling 經濟衰退，化妝品在零售店賣得不好，公司只好修正預算。
jīngjì shuāituì huàzhuāngpǐn zài língshòu diàn mài de bù hǎo gōngsī zhǐhǎo xiūzhèng yùsuàn · The economy is shrinking, cosmetics aren't selling in the shops, so the company has had to revise its budget.

david 你會被開除嗎？
nǐ huì bèi kāichú ma · Will you be fired?

meiling 不至於。主管說我既認真，也有能力。
bú zhìyú zhǔguǎn shuō wǒ jì rènzhēn yě yǒu nénglì · It won't come to that. My manager says I'm both serious and capable.

anna 那你的職位應該很安全吧。
nà nǐ de zhíwèi yīnggāi hěn ānquán ba · Then your position should be pretty safe.

david 那就好。工會怎麼說？
nà jiù hǎo gōnghuì zěnme shuō · That's a relief. What does the union say?

meiling 工會的幹部正在跟公司談，還未有結果。此外，公司說明年不加薪水了，可是物價再度上漲了。
gōnghuì de gànbù zhèng zài gēn gōngsī tán hái wèi yǒu jiéguǒ cǐwài gōngsī shuō míngnián bù jiā xīnshuǐ le kěshì wùjià zàidù shàng zhǎng le · The union officers are talking to the company, but there's no result yet. Besides, the company says there'll be no pay rise next year, and prices have gone up yet again.

anna 那你要不要兼一份工作？志明的公司好像在找人。
nà nǐ yào bu yào jiān yí fèn gōngzuò Zhìmíng de gōngsī hǎoxiàng zài zhǎo rén · So do you want to take on a second job? Zhiming's company seems to be looking for people.

meiling 也許吧。對了，這個月的房租我已經繳了，收據在桌子上。
yěxǔ ba duìle zhè ge yuè de fángzū wǒ yǐjīng jiǎo le shōujù zài zhuōzi shàng · Maybe. Oh, I've paid this month's rent, by the way: the receipt is on the table.

david 你這麼擔心，還記得繳房租。你既負責，也很堅強！
nǐ zhème dānxīn hái jìde jiǎo fángzū nǐ jì fùzé yě hěn jiānqiáng · You're this worried and you still remembered the rent. You're responsible and tough too!

meiling 謝謝。不管怎麼樣，我依然很喜歡我的工作。
xièxie bùguǎn zěnmeyàng wǒ yīrán hěn xǐhuān wǒ de gōngzuò · Thanks. Whatever happens, I still love my job.

write it trace the grey, then write your own

肥 féi fatty (meat); fertile

鍋 guō pot

蝦 xiā shrimp



瓜 guā melon	瓜	瓜	瓜	瓜	瓜					

good to know · 繳 is “pay (a bill, a fee, a tax)”: 繳房租, 繳學費, 繳稅. Convenience stores in Taiwan let you pay most bills at the counter. 裁員 is cutting jobs (many people at once); 開除 is firing one person, usually for something they did.

Layoffs, budgets, bills and receipts: you can now talk about a hard week at work, and see both sides with 既……也……..
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 176 copies and contracts

Chinese TOCFL B in 220 days
unit 26 · business & the economy

Talk about contracts, copies and farm work, and say “in one go” with 一口氣.

Paperwork, signatures and a day in the countryside: and when things go well, you finish them all 一口氣, in one breath.

words

word	pinyin	meaning	example
影印	yǐngyìn	photocopy	請把這份文件影印三份。 Please make three copies of this document.
簽約	qiānyuē	sign a contract	今天我們要跟五個農夫簽約。 Today we’re signing contracts with five farmers.
出產	chūchǎn	produce, yield	這個地方出產很好的米。 This area produces excellent rice.
面談	miàntán	interview, meet in person	公司下星期要跟他面談。 The company is interviewing him next week.
尋	xún	look for, seek (written)	他回到臺灣，想尋回小時候的記憶。 He came back to Taiwan to find the memories of his childhood.
單子	dānzi	list, form, slip	請在這張單子上寫你的名字。 Please write your name on this form.
工錢	gōngqián	pay (for labour)	修這張桌子，工錢要多少？ How much do you charge for labour to fix this table?
勞工	láogōng	worker, labourer	很多勞工從國外來臺灣工作。 Many workers come from abroad to work in Taiwan.
勞力	láolì	labour, physical effort	種{zhong4-tw2}田要很多勞力。 Farming takes a lot of physical work.
農夫	nóngfū	farmer	那位農夫每天五點就起床。 That farmer gets up at five every day.
提早	tízǎo	bring forward, do earlier	我們提早到了，先喝杯咖啡吧。 We’re early: let’s have a coffee first.
影本	yǐngběn	photocopy, copy (of a document)	請帶證件的影本。 Please bring a copy of your ID.
運轉	yùnzhuǎn	run, operate (machines, organisations)	這台機器運轉得很好。 This machine is running well.
規畫	guīhuà	plan; plan out	你對未來有什麼規畫？ What are your plans for the future?
一口氣	yīkǒuqì	in one go, in one breath	他一口氣喝完了一大杯水。 He drank a big glass of water in one go.

消	xiāo	vanish, subside, go down	睡了一個晚上，我的氣就消了。 After a night's sleep, I wasn't angry any more.
優美	yōuměi	graceful, beautiful	這裡的風景很優美。 The scenery here is beautiful.

pattern 一口氣: in one go

someone | 一口氣 | verb + 完 / a lot

一口氣 is literally "one breath". Before a verb it means doing a lot without stopping: 一口氣喝完 (drink it all at once), 一口氣跑到山上 (run all the way up). The verb often has 完 or a big number after it.

哇，你一口氣就把五份合約都簽完了！ **wā nǐ yìkǒuqì jiù bǎ wǔ fèn héyuē dōu qiān wán le** Wow, you signed all five contracts in one go!

對於這裡的農夫來說，最大的問題是東西賣不出去。 **duìyú zhèlǐ de nóngfū lái shuō zuì dà de wèntí shì dōngxi mài bu chū qù** For the farmers here, the biggest problem is that they can't sell what they grow.

請把這份文件影印三份。 **qǐng bǎ zhè fèn wénjiàn yǐngyìn sān fèn** Please make three copies of this document.

dialogue signing day

david 志明，合約我都影印好了，每個農夫一份影本。我也預先看過了，沒有問題。
Zhìmíng héyuē wǒ dōu yǐngyìn hǎo le měi ge nóngfū yí fèn yǐngběn wǒ yě yùxiān kàn guo le méiyǒu wèntí · Zhiming, I've copied all the contracts: one copy for each farmer. I read them through in advance too: no problems.

zhiming 謝謝！今天我們要跟五個農夫簽約。我的師父也會來。
xièxie jīntiān wǒmen yào gēn wǔ ge nóngfū qiānyuē wǒ de shīfù yě huì lái · Thanks! Today we're signing with five farmers. My old teacher is coming too.

anna 這裡的風景既優美，也很安靜！這個地方出產什麼？
zhèlǐ de fēngjǐng jì yōuměi yě hěn ānjìng zhè ge dìfāng chūchǎn shénme · The scenery here is beautiful, and so peaceful too! What does this area produce?

zhiming 主要是米和水果。對於這裡的農夫來說，最大的問題是東西賣不出去。
zhǔyào shì mǐ hé shuǐguǒ duìyú zhèlǐ de nóngfū lái shuō zuì dà de wèntí shì dōngxi mài bu chū qù · Mostly rice and fruit. For the farmers here, the biggest problem is that they can't sell what they grow.

david 種田這麼辛苦，請人幫忙的工錢一定很高吧？
zhòng tián zhème xīnkǔ qǐng rén bāngmáng de gōngqián yídìng hěn gāo ba · Farming's such hard work: paying people to help must cost a lot?

zhiming 種田要很多勞力，可是年輕的勞工都去城市了。我的規畫是讓他們直接賣給客人，多賺一點。
zhòng tián yào hěn duō láolì kěshì niánqīng de láogōng dōu qù chéngshì le wǒ de guīhuà shì ràng tāmen zhíjiē mài gěi kèrén duō zhuàn yìdiǎn · Farming takes a lot of labour, but the young workers have all gone to the cities. My plan is for them to sell straight to customers and earn a bit more.

david 這裡的米向來很優良，一定賣得出去。
zhèlǐ de mǐ xiànglái hěn yōuliáng yídìng mài de chū qù · The rice from here has always been excellent: it'll sell for sure.

anna 我們提早到了，先去他們的田走一走吧。
wǒmen tízǎo dào le xiān qù tāmen de tián zǒu yi zou ba · We're early: let's take a walk round their fields first.

david 哇，你一口氣就把五份合約都簽完了！
wā nǐ yìkǒuqì jiù bǎ wǔ fèn héyuē dōu qiān wán le · Wow, you signed all five contracts in one go!

anna 成交了！恭喜你！
chéngjiāo le gōngxǐ nǐ · Deal done! Congratulations!

zhiming 他們早就準備好了。這張單子上寫著每家下個月要出多少米。
tāmen zǎo jiù zhǔnbèi hǎo le zhè zhāng dānzi shàng xiě zhe měi jiā xià ge yuè yào chū duōshǎo mǐ · They were ready long ago. This list shows how much rice each family will send next month.

anna 今天走了很多路，可是一看到這麼美的風景，累都消了。
jīntiān zǒu le hěn duō lù kěshì yí kàn dào zhème měi de fēngjǐng lèi dōu xiāo le · We've walked a lot today, but one look at this view and the tiredness is gone.

zhiming 回去以後，我們要再修正一下預算。
huí qù yǐhòu wǒmen yào zài xiūzhèng yíxià yùsuàn · When we get back, we need to revise the budget again.

write it trace the grey, then write your own

鹽
yán
salt

巴
bā
(ending)



除
chú
divide; remove

銀
yín
silver

good to know · 影印 is Taiwan's word for photocopy (the mainland says 複印); a copy is 影本, the original is 正本. 提 has a new meaning today: "carry by hand (with the arm down)", like a bag or a bucket: 提著袋子. 拿 is any kind of holding.

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day 177 mission: zhiming's start-up

Chinese TOCFL B in 220 days
unit 26 · business & the economy

Read a shop-opening notice, follow job interviews, a supplier problem, a budget meeting and opening day, and talk about money, deals and contracts.

A start-up's first shop needs everything at once: staff, suppliers, money and customers. Everything from unit 26 comes back in one week.

chapter 1 opening soon

zhiming 安娜，我寫好了開店的通知，你幫我看一下。
Ānnà wǒ xiě hǎo le kāi diàn de tōngzhī nǐ bāng wǒ kàn yíxià · Anna, I've written the notice for the opening: can you take a look?

anna 「本公司將在這個星期六開設第一家店。營業時間：早上十點至晚上八點。我們的水果和米都是臺灣出產的，由農夫直接送來，每一樣東西都有農夫的名字和照片，客人可以知道是誰種的。開店當天，每位客人可以任選兩種樣品試吃；開店第一個月，會員消費滿五百元，還有贈品。也可以透過網路預先訂購。有任何意見，請寫下來放在店裡的盒子，我們會認真看。店內不得吸菸，謝謝合作。」
běn gōngsī jiāng zài zhè ge xīngqíliù kāishè dì yī jiā diàn yíngyè shíjiān zǎoshàng shí diǎn zhì wǎnshàng bā diǎn wǒmen de shuǐguǒ hé mǐ dōu shì Táiwān chūchǎn de yóu nóngfū zhíjiē sòng lái měi yíyàng dōngxi dōu yǒu nóngfū de míngzi hé zhàopiàn kèrén kěyǐ zhīdào shì shéi zhòng de kāi diàn dàngtiān měi wèi kèrén kěyǐ rèn xuǎn liǎng zhǒng yàngpǐn shì chī kāi diàn dì yī ge yuè huìyuán xiāofèi mǎn wǔbǎi yuán háiyǒu zèngpǐn yě kěyǐ tòuguò wǎnglù yùxiān dìnggòu yǒu rènhé yìjiàn qǐng xiě xialai fàng zài diàn lǐ de hézi wǒmen huì rènzhēn kàn diàn nèi bùdé xīyān xièxie hézuò · "Our company will open its first shop this Saturday. Opening hours: 10 am to 8 pm. Our fruit and rice are grown in Taiwan and delivered straight from the farmers; everything comes with the farmer's name and photo, so customers can find out who grew it. On opening day, every customer can try any two samples; in the first month, members who spend 500 dollars also get a free gift. You can also order in advance online. If you have any comments, please write them down and put them in the box in the shop: we will read them carefully. No smoking in the shop. Thank you for your cooperation."

anna 寫得很清楚！不過「謝謝合作」聽起來有點嚴肅。
xiě de hěn qīngchǔ búguò xièxie hézuò tīngqǐlái yǒudiǎn yánsù · Very clear! Though "thank you for your cooperation" sounds a bit stern.

zhiming 這是新式的零售店，我也想讓它溫暖一點。你覺得改成「歡迎大家」如何？
zhè shì xīnshì de língshòu diàn wǒ yě xiǎng ràng tā wēnnuǎn yìdiǎn nǐ juéde gǎi chéng huānyíng dàjiā rúhé · It's a new kind of shop, and I want it to feel warmer too. How about changing it to "Everyone welcome"?

anna 好多了！我再把圓形的商標放在最上面。
hǎo duō le wǒ zài bǎ yuánxíng de shāngbiāo fàng zài zuì shàngmiàn · Much better! And I'll put the round logo at the top.

zhiming 太好了。既清楚，也很溫暖。影印店說，今天下午就能印好兩百張。我們的新包裝下星期也要上市了。
tài hǎo le jì qīngchǔ yě hěn wēnnuǎn yǐngyìn diàn shuō jīntiān xiàwǔ jiù néng yìn hǎo liǎngbǎi zhāng wǒmen de xīn bāozhuāng xià xīngqí yě yào shàngshì le · Perfect. Clear, and warm too. The copy shop says two hundred copies will be ready this afternoon. And our new packaging goes on sale next week.

anna 照片上的田好優美，客人一定喜歡。店裡的規畫也很清楚：水果在左邊，米在右邊。
zhàopiàn shàng de tián hǎo yōuměi kèrén yídìng xǐhuān diàn lǐ de guīhuà yě hěn qīngchǔ shuǐguǒ zài zuǒbiān mǐ zài yòubiān · The photo of the fields is gorgeous: customers will love it. The shop layout is clear too: fruit on the left, rice on the right.

chapter 2 who do we hire?

meiling 徵求會計的期限上星期五截止，我們一共收到二十三封信。今天要跟最後三個人面談。

zhēngqiú kuàijì de qíxiàn shàng xīngqíwǔ jiézhǐ wǒmen yígòng shōu dào èrshísān fēng xìn jīntiān yào gēn zuìhòu sān ge rén miàntán · The deadline for the accountant ad was last Friday, and we got twenty-three letters. Today we're interviewing the final three.

zhiming 人事的事我未曾做過，謝謝你來幫忙。

rénshì de shì wǒ wèi céng zuò guo xièxie nǐ lái bāngmáng · I've never done the hiring side before: thanks for helping.

meiling 第一位做事很細，一個細節也不放過。第二位很有才能，以前是大公司的幹部，可是希望薪水高一點。

dì yī wèi zuòshì hěn xì yí ge xìjié yě bú fàng guo dì èr wèi hěn yǒu cáinéng yǐqián shì dà gōngsī de gànbù kěshì xīwàng xīnshuǐ gāo yìdiǎn · The first one is very careful: she doesn't miss a single detail. The second is very talented, he was a manager at a big company, but he wants a higher salary.

zhiming 第三位呢？

dì sān wèi ne · And the third?

meiling 第三位以前在一家金融公司做過會計，一來經驗多，二來住得很近。

dì sān wèi yǐqián zài yì jiā jīnróng gōngsī zuò guo kuàijì yì lái jīngyàn duō èr lái zhù de hěn jìn · The third used to be an accountant at a finance company: for one thing she's very experienced, and for another she lives close by.

zhiming 我們預算不多，就聘請第三位吧。你向來很會看人。以後我們好好分工：她負責錢，我負責農夫。

wǒmen yùsuàn bù duō jiù pìnqǐng dì sān wèi ba nǐ xiànglái hěn huì kàn rén yǐhòu wǒmen hǎohǎo fēngōng tā fùzé qián wǒ fùzé nóngfū · Our budget is small, so let's hire the third. You've always been a good judge of people. From now on we'll split the work properly: she handles the money, I handle the farmers.

meiling 好，明天我打電話告訴她，我們決定錄用她了。我們公司最近在裁員，還好我沒被開除，現在也不太忙，週末可以來店裡幫忙。

hǎo míngtiān wǒ dǎdiànhuà gàosù tā wǒmen juédìng lùyòng tā le wǒmen gōngsī zuìjìn zài cáiyuán háihǎo wǒ méi bèi kāichú xiànzài yě bú tài máng zhōumò kěyǐ lái diàn lǐ bāngmáng · OK, I'll call her tomorrow and tell her we've decided to take her on. My company is cutting jobs at the moment: luckily I wasn't let go, and things are quiet, so I can come and help in the shop at weekends.

chapter 3 a supplier problem

david 志明，投資的公司指定的那家廠商，送來的盒子大小不對，顏色也不對！
Zhìmíng tóuzī de gōngsī zhǐdìng de nà jiā chǎngshāng sòng lái de hézi dàxiǎo bú duì yánsè yě bú duì · Zhiming, the boxes from the supplier the investors chose are the wrong size, and the wrong colour too!

zhiming 什麼？星期六就要開店了！
shénme xīngqíliù jiù yào kāi diàn le · What? We open on Saturday!

david 我打電話給他們，他們依然說沒有錯。
wǒ dǎdiànhuà gěi tāmen tāmen yīrán shuō méiyǒu cuò · I called them, and they still insist there's no mistake.

manager li 別急。合約上寫著，廠商擔保原料和大小都要對，否則得賠償。
bié jí héyuē shàng xiě zhe chǎngshāng dānbǎo yuánliào hé dàxiǎo dōu yào duì fǒuzé děi péicháng · Don't panic. The contract says the supplier guarantees the materials and the size are right, or else they have to pay compensation.

manager li 你把盒子全部退回去，請他們兩天內再供應一次。如果你應付不了，我可以代理你去跟他們談判。
nǐ bǎ hézi quánbù tuìhuí qù qǐng tāmen liǎng tiān nèi zài gōngyìng yí cì rúguǒ nǐ yìngfù bu liǎo wǒ kěyǐ dàilǐ nǐ qù gēn tāmen tánpàn · Send all the boxes back and ask them to supply them again within two days. If you can't handle it, I can negotiate with them on your behalf.

zhiming 謝謝。有您當顧問，我放心多了。
xièxie yǒu nín dāng gùwèn wǒ fàngxīn duō le · Thank you. With you as my adviser, I feel much better.

david 他們打電話來了！是工廠弄錯了，他們會提早把新的送來，這次的金額也算便宜一點。星期六可以照常開店！
tāmen dǎdiànhuà lái le shì gōngchǎng nòngcuò le tāmen huì tízǎo bǎ xīn de sòng lái zhè cì de jīné yě suàn piányí yìdiǎn xīngqíliù kěyǐ zhàocháng kāi diàn · They've called! The factory got it wrong: they'll send the new ones early and knock something off this order. We can open on Saturday as planned!

chapter 4 every dollar counts

zhiming 今天我們召開開店前最後一次會議。先看預算。

jīntiān wǒmen zhàokāi kāi diàn qián zuìhòu yí cì huìyì xiān kàn yùsuàn · This is our last meeting before the opening. First, the budget.

meiling 房租已經繳了，收據在這裡。基金給的資金，我們用了一半。你自己的儲蓄也都投入了吧？

fángzū yǐjīng jiǎo le shōujù zài zhèlǐ jījīn gěi de zījīn wǒmen yòng le yíbàn nǐ zìjǐ de chúxù yě dōu tóurù le ba · The rent is paid: here's the receipt. We've used half the money from the fund. And you've put all your own savings in too, haven't you?

zhiming 對，這家店是我全部的財產了。不過財富不是最重要的。

duì zhè jiā diàn shì wǒ quánbù de cáichǎn le búguò cáifù bú shì zuì zhòngyào de · Yes, this shop is everything I own. But money isn't the most important thing.

manager li 因為經濟的緣故，你的方案要修正一下：先不要再開設第二家店。如果經濟再度變差，你才不會太辛苦。

yīnwèi jīngjì de yuángù nǐ de fāngàn yào xiūzhèng yíxià xiān bú yào zài kāishè dì èr jiā diàn rúguǒ jīngjì zàidù biàn chà nǐ cái bú huì tài xīnkǔ · Because of the economy, you need to revise your plan: hold off on a second shop. That way, if things get worse again, you won't struggle too much.

zhiming 我明白。時機還不對，先把第一家店經營穩了再說。還有，跟農夫簽訂的合約上寫著，一定要準時付錢給他們。他們出了很多勞力。

wǒ míngbái shíjī hái bú duì xiān bǎ dì yī jiā diàn jīngyíng wěn le zàishuō háiyǒu gēn nóngfū qiāndìng de héyuē shàng xiě zhe yídìng yào zhǔnshí fù qián gěi tāmen tāmen chū le hěn duō láolì · I understand. The timing isn't right: first let's get the first shop on solid ground. And the contracts we signed with the farmers say we must pay them on time. They put in a lot of hard work.

david 每天晚上關門以後，我們要結算一次，這樣才曉得賺了多少。

měi tiān wǎnshàng guān mén yǐhòu wǒmen yào jiésuàn yí cì zhèyàng cái xiǎode zhuàn le duōshǎo · Every night after closing we should add up the takings, so we know what we've made.

manager li 很好。做生意，既要有夢想，也要會算錢。

hěn hǎo zuò shēngyì jì yào yǒu mèngxiǎng yě yào huì suàn qián · Good. In business, you need dreams and you need to be able to count money.

chapter 5 sold out

auntie wang 志明，恭喜開店！我早上七點就來排隊了。
Zhìmíng gōngxǐ kāi diàn wǒ zǎoshàng qī diǎn jiù lái páiduì le · Zhiming, congratulations on the opening! I've been queuing since seven this morning.

zhiming 謝謝阿姨！這些米是我們的農夫特別為今天準備的。
xièxie āyí zhèxiē mǐ shì wǒmen de nóngfū tèbié wèi jīntiān zhǔnbèi de · Thank you, Auntie! Our farmers prepared this rice especially for today.

meiling 大家快來試吃！賣東西，我可是高手。
dàjiā kuài lái shì chī mài dōngxi wǒ kěshì gāoshǒu · Come and try, everyone! When it comes to selling, I'm the expert.

zhiming 我的師父也來支援了，他是今天的專人，回答米的問題。
wǒ de shīfù yě lái zhīyuán le tā shì jīntiān de zhuānrén huídá mǐ de wèntí · My old teacher has come to help too: he's here today just to answer questions about the rice.

david 不到兩個小時，我們就一口氣賣光了所有的水果！客人一個個提著袋子回家。
búdào liǎng ge xiǎoshí wǒmen jiù yìkǒuqì mài guāng le suǒyǒu de shuǐguǒ kèrén yí ge ge tí zhe dàizi huí jiā · In under two hours, we sold every last piece of fruit in one go! The customers are carrying bags home one after another.

anna 志明，你奮鬥了這麼久，終於成功了。店開始運轉了，你可以放心了。
Zhìmíng nǐ fèndòu le zhème jiǔ zhōngyú chénggōng le diàn kāishǐ yùnzhuǎn le nǐ kěyǐ fàngxīn le · Zhiming, you've worked so long for this, and you've made it. The shop is up and running: you can relax now.

zhiming 這不是我一個人做到的。看到大家這麼喜歡，我的累都消了。
zhè bú shì wǒ yí ge rén zuò dào de kàn dào dàjiā zhème xǐhuān wǒ de lèi dōu xiāo le · I didn't do this alone. Seeing everyone love it, all my tiredness is gone.

auntie wang 米的品質很優良！你的店既能幫助農夫，也能帶動附近的生意。我明天還要再來！
mǐ de pǐnzhí hěn yōuliáng nǐ de diàn jì néng bāngzhù nóngfū yě néng dàidòng fùjìn de shēngyì wǒ míngtiān háiyào zài lái · The rice is excellent! Your shop helps the farmers and brings business to the neighbourhood too. I'm coming back tomorrow!

chapter 6 a shop on the radio

zhiming 「新鮮、安心、好吃！」你是不是常常買不到真正新鮮的水果和好米？

xīnxian ānxīn hǎochī nǐ shì bu shì chángcháng mǎi búdào zhēnzhèng xīnxian de shuǐguǒ hé hǎo mǐ · “Fresh, safe, delicious!” Do you often find you can’t buy really fresh fruit and good rice?

zhiming 現在有一個好消息：志明的店已經在市中心開張了！店裡的水果和米，都是直接從農夫手上買來的，中間沒有經過很多人，所以價錢合理，品質優良。

xiànzài yǒu yí ge hǎo xiāoxí Zhìmíng de diàn yǐjīng zài shì zhōngxīn kāi zhāng le diàn lǐ de shuǐguǒ hé mǐ dōu shì zhíjiē cóng nóngfū shǒu shàng mǎi lái de zhōngjiān méiyǒu jīngguò hěn duō rén suǒyǐ jiàqián hélǐ pǐnzhí yōuliáng · Here is good news: Zhiming’s shop has opened in the city centre! The fruit and rice in the shop are bought straight from the farmers, with few hands in between, so the prices are fair and the quality excellent.

zhiming 店裡賣的每一種東西，都有農夫的名字和照片。你可以知道水果是在哪裡種的，米是哪一位農夫種的。農夫不用太多農藥，您吃起來更安心。

diàn lǐ mài de měi yì zhǒng dōngxi dōu yǒu nóngfū de míngzi hé zhàopiàn nǐ kěyǐ zhīdào shuǐguǒ shì zài nǎlǐ zhòng de mǐ shì nǎ yí wèi nóngfū zhòng de nóngfū búyòng tài duō nóngyào nín chī qǐlai gèng ānxīn · Everything sold in the shop comes with the farmer’s name and photo. You can find out where the fruit was grown and which farmer grew the rice. The farmers don’t use much pesticide, so you can eat with more peace of mind.

zhiming 開店第一個月，會員消費滿五百元，可以得到一份贈品，老人和小孩還有優惠。我們也可以把東西送到你家，在附近三公里以內，不收費。

kāi diàn dì yī ge yuè huìyuán xiāofèi mǎn wǔbǎi yuán kěyǐ dédào yí fèn zèngpǐn lǎorén hé xiǎohái háiyǒu yōuhuì wǒmen yě kěyǐ bǎ dōngxi sòng dào nǐ jiā zài fùjìn sān gōnglǐ yǐ nèi bù shōufèi · In the first month after opening, members who spend 500 dollars get a free gift, and older people and children get special offers. We can also deliver to your home, free of charge within three kilometres.

zhiming 如果您想買一大袋米，可以先打電話給我們，我們會事先準備好，您下班以後來拿就可以了。我們也歡迎農夫朋友來店裡，跟大家聊聊種田的事。也請大家把意見寫在店裡的本子上，讓我們做得更好。

rúguǒ nín xiǎng mǎi yí dà dài mǐ kěyǐ xiān dǎdiànhuà gěi wǒmen wǒmen huì shìxiān zhǔnbèi hǎo nín xiàbān yǐhòu lái ná jiù kěyǐ le wǒmen yě huānyíng nóngfū péngyǒu lái diàn lǐ gēn dàjiā liáo liao zhòng tián de shì yě qǐng dàjiā bǎ yìjiàn xiě zài diàn lǐ de běnzi shàng ràng wǒmen zuò de gèng hǎo · If you want to buy a big bag of rice, you can phone us first; we’ll have it ready in advance and you can collect it after work. We also welcome our farmer friends to the shop to chat with everyone about growing things. And please write your comments in the book in the shop, so we can do better.

zhiming 營業時間：每天早上十點到晚上八點。有任何問題，歡迎打電話，或者來店裡，店員會很高興為您解答。「從土地到餐桌，讓您吃得安心。」

yíngyè shíjiān měi tiān zǎoshàng shí diǎn dào wǎnshàng bā diǎn yǒu rènhé wèntí huānyíng dǎdiànhuà huòzhě lái diàn lǐ diànyuán huì hěn gāoxìng wèi nín jiědá cóng tǔdì dào cānzhuō ràng nín chī de ānxīn · Opening hours: every day from 10 am to 8 pm. If you have any questions, call us or come to the shop, and our staff will be glad to answer them. “From the land to the table, so you can eat with confidence.”

A notice, interviews, a supplier dispute, a budget and a sell-out: you’ve just helped open a business in Chinese.
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