



Unit 3 Lesson 7 - Perhaps we could still assist you in expanding your market.



Put a check mark (✓) if the sentence has correct parallelism.
Put a cross mark (✗) if it's faulty then give its correct form.

_____ 1. In this type of work, you will need to encode, print, and design graphics.

.....

_____ 2. They responded to all the questions quickly, intelligently, and with spontaneity.

.....

_____ 3. In his class, children learn how to draw, color, and learning crafts.

.....

_____ 4. I was complimented on my jacket, shoes, and glasses today.

.....

_____ 5. The teacher angrily told us not to speak, sleep, or using a phone during class.

.....




Introduce today's sentences.

Grammar Focus

- Declining / Refusing an Offer
- Offering Alternatives

Key Expressions

- 
- Unfortunately, our company has already sealed a partnership with another distributor.
 - Perhaps we could still assist you in expanding your market.

Listen to the teacher and repeat.



decade



deal



expand



guarantee



Listen to the audio and repeat.

A distributor is interested in partnering with Home Gizmos.

Peter: Good day. May I speak to Mr. Tanaka?

Bo: I'm sorry, but Mr. Tanaka will not be here until tomorrow. You can talk to me instead, and I'm Bo Sato.

Peter: Nice to meet you, Mr. Sato. My name is Peter Davis from RGE Distributors Inc. We have been a trusted distributor of several companies for two decades. I am here to offer a partnership. You will have remarkable sales growth with our help.

Bo: That is truly a lovely offer, Mr. Davis. Unfortunately, our company has already sealed a partnership with another distributor.

Peter: That is indeed unfortunate, but perhaps we could still assist you in expanding your market. After all, having more than one distributor offers more opportunities, and I guarantee you our service is absolute. It's a win-win situation.

Bo: That does sound reasonable. I need to discuss it with Mr. Tanaka tomorrow.

Peter: OK. Here's my business card. Give me a call if you change your mind.



Learn how to decline an offer.



Declining an Offer

When we wish to turn down an offer or invitation, a straight "no" would sound rude.

GRATITUDE + **BUT** + **REASON**

I appreciate the offer, but I already found a better deal elsewhere.

Thanks for the offer, but I can handle this problem myself.

It's a great offer, but I already made a purchase of the same item just recently.

Other ways to decline

I'm sorry, but ...

That'd be nice, but ...

Thanks, but ...

Unfortunately ...



Learn how to give alternatives to counter an issue.



Offering Alternatives

We offer alternatives to suggest a method or solution that can benefit everyone.

- **Perhaps** we could settle this problem in another way.
- **What if** you pay half for now and then I'll ask for the rest of the payment after the work is done?
- **How about** we give you a free trial gym membership for a week and see if you'll like it?
- **It would be better if** we take the matter to our own hands.

NOTE

“Instead of” can often be found in this type of sentences.

Ex:

What if we hire someone to manage our business **instead of** running it on our own?



Choose the correct responses to the following offers.

A

1. Here, grab as many slices of pizza as you want.
2. I think you have what it takes to be in the chess club. Are you interested in joining?
3. If you buy three shirts, you can get another shirt of your choosing for free.
4. Would you like a pack of gum? It's strawberry flavor – your favorite.
5. You can take my car so you can get there quicker.

B

- a. No, thank you. My dentist asked me to avoid sweets for three weeks.
- b. I appreciate the offer, but I'm more into physical activities.
- c. Thanks for the offer, but I'll just take the train instead.
- d. It's a great offer, but all I need is one for now. Thanks.
- e. Thanks, but I'm on a diet right now and I don't want to ruin it.

Give your responses or excuses for declining the following offers.

Offer

1. I'm thinking of starting up a small company and I want to appoint you as a vice-president.
2. I have a dozen eggs in the fridge. Why don't you take some with you when you get home?
3. You look like you could use some help. Do you need some money?
4. I'm thinking about giving you my laptop. I've only used it for about 3 months.
5. Let's go to Disneyland next week. I'll pay for everything.

Response



Finish each sentence by providing an alternative to the issue.

1. I bought a phone from your shop the other day but it seems to be defective.
I wish to have a refund.

Sorry to hear that, but perhaps

2. Our sales have been really slow lately.
We might have to lay off a number of our employees.

I fear we might resort to that. What if

3. We should completely ban cigarette smoking in this city to save the
environment and make people more concerned about their health.

But people might not agree to that. It would be better if



Situation: Your co-worker offered help so you can finish your work before the deadline. Tell him that it's fine and you can handle it yourself. Use the expressions you learned today. (Declining/Refusing)

Read what we learned today.



● Word Focus

- decade
- expand
- seal
- guarantee

● Grammar Focus

- Declining/ Refusing an Offer
- Offering Alternatives