Warm Up

1a Read the quotations. Can you match any with a photo?
“Money never made anyone happy.”
“Happiness comes from spiritual wealth, not material wealth.”
“Time is money.”

b Which quotations do you agree or disagree with?

2a Write one thing that:
1. is a waste of money or a good value for the money.
2. you don’t have enough time to do.
3. you do to use your time wisely.
4. you spend a lot of money on.
5. you would do today if you had a lot of money to spare.

b Pair Work Compare your ideas.
Reading

1a These words and phrases are in the article. What do you think the article is about?

- cheated
- trickster
- egotistical
- good-looking
- charm
- illegally
- pretended
- $3 million
- prison
- mystery
- consultant

b Read the article. Write the headings above the correct paragraph.

Childhood and tricks
Frank today
Wanted all over the world
The FBI’s opinion of Frank

The true story of a real fake

a. Five happy years

Frank Abagnale, a good-looking young American with more dreams than money, pretended to be first a pilot, then a doctor, and then a lawyer. For five years he traveled the world for free, stayed in expensive hotels, and had relationships with beautiful women. By the age of 21 he had tricked and cheated his way to $2.5 million.

b. __________

In the golden age of James Bond, Abagnale really was an international man of mystery. He was wanted by the FBI and Interpol (International Police) in 26 countries. His good looks and charm were his most important tools. He dressed well and everybody believed the stories he made up. Leonardo DiCaprio, who played Frank Abagnale in the film Catch Me if You Can, said, “Frank Abagnale is one of the greatest actors I’ve ever seen.”

c. __________

Abagnale was a lonely child. When his mother, who was French, broke up with his father, a New York shopkeeper, Abagnale had to choose which parent to live with. Instead, at age 16 he dropped out of school, ran away from home, and hadrelationships with beautiful women. By the age of 21 he had tricked and cheated his way to $2.5 million.

d. __________

Abagnale broke the law repeatedly. He ran out of luck in France, where he spent time in prison, before the FBI finally caught up with him in the US. Despite his crimes, Abagnale never had any enemies. Joseph Shea, the FBI agent who arrested him and later became his friend, said, “I think Frank is close to genius. What he did as a teenager is incredible. His crimes weren’t physical. There were no guns, no knives; he just used his brain. He’s charming and I admire him. I think he’s a good man, but like anybody he wants to better himself, and in this country money is the way to do it. He makes $3 million a year and that’s a lot more than I ever made.”

e. __________

These days Abagnale doesn’t need to trick anybody: he is a successful consultant. He advises companies on security, and he also lectures—for free—at the FBI Academy. It’s ironic that he has ended up working for the people who were trying to catch him for so long! He wrote his autobiography in the 1970s and sold the movie rights for $250,000. Abagnale says, “When I was 28 I thought it would be great to have a movie about my life. But when I was 28, like when I was 16, I was egotistical and self-centered. We all grow up.” That’s true. But not many people grow up like Frank Abagnale.

Listening

3 Listen to someone retelling Frank Abagnale’s story. Find eight mistakes that the speaker makes, according to the article. Compare notes with a partner.

The speaker says that Frank Abagnale is English, but he’s not. He is American.

Vocabulary | phrasal verbs

4 Underline phrasal verbs with up and out in the article and put them in the correct place in the charts.

| a. pick up | b. __________ | c. __________ |
| learn without formal study | invent (a story, a joke) | be in a particular situation after a series of events |
| d. __________ | e. __________ | f. __________ |
| reach someone after a period of following | stop being together as a couple | become an adult |
| g. __________ | h. __________ |
| discover | have none left (it’s finished) |
| i. __________ | j. __________ |
| out of school without finishing your studies | stop going to school |

5 Cross out the one sentence ending that is not possible.

Ex: He dropped out of . . .

a. my girlfriend.

1. I broke up with . . .
2. They made up . . .
3. We figured out . . .
4. She picked up . . .
5. We ran out of . . .
6. I caught up with . . .
7. She ended up . . .

b. school.

a. stories.

b. my relationship.

a. what the problem was.

b. an excuse.

a. Spanish very quickly.

b. the answer.

a. enough milk.

b. some information.

a. my studies.

b. money.

a. living with me.

b. myself.

b. work as a doctor.

b. in Warsaw.

Speaking

6 Discuss.

1. Joseph Shea believes that Frank Abagnale is “a good man.” What do you think of Abagnale?
2. Abagnale says, “I thought it would be great to have a movie about my life.” Would you like a movie about your life? Why or why not? Which actor would you choose to play you?

UNIT 4
Grammar | question tags

7 Read the Active Grammar box. Then circle the correct choices to complete the rules (1–4).

**Active Grammar**

To confirm information, question tags are often used.

You are a singer, aren’t you? Yes, I am.

You aren’t Ecuadorian, are you? No, I’m not.

You work full time, don’t you? Yes, I do.

You lived in Lima, didn’t you? Yes, I did.

They have arrived, haven’t they? Yes, they have.

You can go today, can’t you? Yes, I can.

You would like to see her, wouldn’t you? Yes, I would.

---

1. To make question tags, use the main verb / an auxiliary verb.*
2. If there is no auxiliary verb, the question tag uses the main verb / do, does, or did.*
3. If the question is positive, the question tag is negative / positive.
4. If the question is negative, the question tag is negative / positive.

*The verb be acts as an auxiliary verb in question tags.

See Reference page 130

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8a Complete the dialogs.

1. Mr. Charming: What a beautiful dress! Haven’t I seen you before? You work in fashion, __________ you?
   Woman: Yes, I _________. We met at a fashion show in Tokyo.

2. Man: Are you familiar with my work?
   Mr. Charming: I’ve read all your books. You’ve just written a new one, __________ you?
   Man: Yes, I _________. It’s about a movie star.

3. Mr. Charming: I love lobster! The food is delicious here, __________ it?
   Woman: Yes, it _________. But I prefer caviar.

---

8b Pair Work Listen and check your answers. Then practice the dialogs.

9 Complete the questions with the correct tags.

1. You can speak four languages, __________?
2. You work in a big company, __________?
3. It’s warm in here, __________?
4. She has been to Saudi Arabia, __________?
5. We didn’t meet last year, __________?
6. You’re looking for a new job, __________?
7. You will be here tomorrow, __________?
8. They wouldn’t like a drink, __________?

10 Pair Work Imagine you are making small talk at a party. Ask and answer the questions in Exercise 9.
Grammar | modals of obligation and prohibition

4a Put the words in **bold** from the notes in Exercise 3c into the correct column in the Active Grammar box.

<table>
<thead>
<tr>
<th>Active Grammar</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. It is an obligation (you have no choice).</td>
</tr>
<tr>
<td>2. It is prohibited (against the rules).</td>
</tr>
<tr>
<td>3. It is a good idea (but you have a choice).</td>
</tr>
<tr>
<td>4. It isn’t a good idea (but you have a choice).</td>
</tr>
<tr>
<td>5. It is not necessary. You can do it if you want to (you have a choice).</td>
</tr>
</tbody>
</table>

See Reference page 130

b Read the sentences below. In which sentence do you have a choice? In which sentence is something prohibited?

- a. You can’t smoke on an airplane.
- b. You don’t have to eat the food on an airplane.

5 Complete the sentences with modals.

Ex: Vivian has a bad headache. She should take a pain reliever.

1. We ___wear a suit to work. Dress pants and a shirt with a collar are fine.
2. You ___buy your new computer now. There is going to be a big sale next week. You ___wait until it goes on sale.
3. You ___show your company ID card to the security guards at the reception desk. You ___enter the building without it.
4. This is a smoke-free hotel. Guests ___smoke in their rooms. They ___go outside the building to smoke.

Pronunciation | reduction of sounds

6a Listen to the sentences. Notice how to is pronounced in (don’t) have to. Notice how the t is pronounced in don’t/must/can’t in sentences 2, 3, and 4.

1. You have to buy a ticket. 3. I must remember.
2. You don’t have to pay. 4. You can’t smoke.

b Listen again and repeat.

Speaking

7a Pair Work Discuss. What are the qualities of:

- a good public speaker?
- a good student OR a good teacher?
- a good employer OR a good employee?

b Group Work Compare your ideas with another pair.

Writing

8 Pair Work Read the letters and emails. Then answer the questions.

1. What is the purpose of each letter and email?
2. What type of work do you think Maria Pesaro and Paul Hunter do?
3. Are the letters and emails formal or informal? How do you know?

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**INTRA SOLUTIONS**

43 Ocean View Blvd.

Gardena, CA 90248

Dear Mr. Hunter,

I am writing to invite you to speak at our conference, *Entrepreneurs for the New Millennium*. Our company, Intra Solutions, helps young businessmen and businesswomen to develop their plans for the future.

The conference will take place at The Great Hall, 15 Grand Street, Los Angeles, CA, on Friday, July 14. We would like you to speak for one hour. I have enclosed the conference schedule and our brochure.

We look forward to hearing from you.

Yours sincerely,

Maria Pesaro

Maria Pesaro

Hi Sophia,

How are you? I’m having a party on Saturday, June 21. I’ve attached a map in case you can’t remember how to get there! Hope you can come. Geraldo

Hi Geraldo,

I’d love to come. Hope it’s OK if I bring a friend. See you on Saturday.

---

Paul Hunter

EXTON

8 West Jefferson Ave.

Los Angeles, CA 90016

Dear Ms. Pesaro,

Thank you for the invitation to speak at your conference, *Entrepreneurs for the New Millennium*. I will be pleased to attend on the 14th. Could you send me more information about the audience numbers and equipment available? I will also need confirmation of expenses and fees.

Yours sincerely,

Paul Hunter

9a Write a letter inviting a famous person to give a talk at your school. Answer the questions. Use the How To box and Maria’s letter in Exercise 8 for ideas.

1. Who will you choose? Why?
2. When will they come?
3. What will they talk about and for how long?

b Exchange letters with a partner. Write a letter in response.
Write a short classified ad

GRAMMAR factual conditional with if/when/unless/as soon as

Can do

Write a short classified ad

Reading

1. Look at the two ads. What products are being advertised? How do the ads make you feel? Do they make you want to buy the products?

2a. Discuss.
1. Do you think people spend more because of ads?
2. How do supermarkets and salespeople make us spend more?

b. SPEAKING EXCHANGE Read the articles to find the answers.
   - Student A: Read about ads on this page.
   - Student B: Read about supermarkets on page 139.
   - Student C: Read about salespeople on page 141.

Did you know . . . ?
1. Supermarkets often __________________ to help us relax.
2. Supermarkets became very successful after introducing __________________ in the 1940s.
3. Ads which use __________ are 10% more effective.
4. Ads are more memorable if they are __________.
5. Good salespeople can sell __________, to __________, at __________.
6. Salespeople may try to "mirror" the __________ of a buyer.

Vocabulary 1 opposites

4a. Write the opposites using the words in the box.

Verbs

1. __________/punish
2. __________/sell
3. __________/consume (a product)

Nouns

4. __________/success
5. __________/failure
6. __________/seller
7. __________/producer

b. Complete each sentence with a word from Exercise 4a.
1. Well done. You can have a _________ for passing your tests.
2. Teachers sometimes __________ students by giving them extra work to do.
3. The new advertising campaign was a complete _________ . Sales have been terrible.
4. His first book was a great _________ . It sold over a million copies.
5. Starting a business isn't easy. It is estimated that 40% of new businesses _________ within three years.

Pronunciation 1 word stress

5a. Listen to the pairs of words from Exercise 4a and mark the main stress.

Ex: succeed / fail

b. Listen again and repeat.

Speaking

1. What are your favorite and least favorite ads? Explain why you think each ad is a success or failure.
2. Do you prefer shopping at supermarkets or at small, specialized shops? Why?
3. Have you ever bought something that you didn’t really need because of a good salesperson?
4. Do you think companies should advertise products that are bad for your health?
Grammar | factual conditional with if/when/unless/as soon as

7. Read the example sentences (1–6) in the Active Grammar box. Then circle the correct choices to complete the rules (a–e).

Active Grammar

1. If customers think of a salesperson as a friend, they will probably keep coming back.
2. If I buy a lot now, I won’t have to come back later.
3. Supermarkets will usually offer Asian pears when they are in season.
4. As soon as you walk into the shop, you can smell bread and coffee.
5. Unless you buy this (face cream), you will look old.
6. If I call you, I will call you if it is too late. ≠ I will call you if it is not too late.

Rules

For general present events, if and when have the same meaning.

Ex: If an ad is good, you want to buy the product.
Ex: When an ad is good, you want to buy the product.

a. Use if + simple present + will to talk about real possibilities / imaginary situations in the future.
b. Use if/when for events in the future that are certain.
c. Use if/when for events in the future that are not certain.
d. Use as soon as/ unless to emphasize that an event happens immediately.
e. Unless + positive verb means the same as if/ if not.

See Reference page 130

8. Complete the sentences using the simple present form of the verb and will + verb.

1. I __________ (buy) a new car as soon as I __________ (can) afford it.
2. When I __________ (see) Tom, I __________ (tell) him.
3. If you __________ (not pay) the bill on time, you __________ (pay) a late fee.
4. I’m sure he __________ (not call) us unless there __________ (be) something urgent to discuss.
5. Unless Sandro __________ (find) an apartment soon, he __________ (have to) live with his parents.
6. If they __________ (offer) me the job, I __________ (take) it.

Writing

9. Write an ad for an object you want to sell. Give details (price, benefits, etc.).

A/A: __________. Only $ __________. If you buy this, __________.
Look at the photos. Which activity or thing do you think was the most expensive? Read the Fact sheet to check your answers.

6a **Group Work**

   **Group A:** Choose three facts from the sheet. Explain why you think these are a terrible waste of money. How do you think this money should be spent?

   **Group B:** Choose three facts from the sheet. Think of reasons why it was a good idea to spend this money.

   **b Pair Work** Work with a student from the other group. Discuss your facts and why you think it was a waste of money or worth spending this money.

7a **Group Work** Are you a money-waster or a money-saver? Write a short questionnaire (five or six questions) to decide if someone is a waster or a saver.

   **If someone gives you some money for your birthday, what do you do with it?**

   **b** Ask and answer your questions with students from another group.

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**Fact Sheet**

**The Millennium Bug:**
Around the world, over $600 billion was spent on updating computer systems to prepare for the new millennium. Everyone thought that the new date would cause computers to crash. No major problems were reported.

**Man on the moon:** It cost the US approximately $2.2 billion (which is around $40–50 billion in today’s money) to send a man to the moon.

**Movies:** The most expensive movie ever made was *Spider-Man 3*. It cost $258 million.

**Painting:** *The Sunflowers* by Vincent Van Gogh was sold for $39.9 million at Christie’s in London in March 1987.

**Cars:** The Meitec Corporation of Japan paid $15 million for a 1931 Bugatti Type 41 “Royale” Sports Coupe in 1990.

**SETI:** Paul Allen, co-founder of Microsoft, donated $11.5 million to SETI (Search for Extraterrestrial Intelligence) for a new, powerful telescope to look for aliens. In the 1980s the US government spent around $2 million a year to fund SETI.

**Advertising:** Actress Nicole Kidman was paid $3.71 million for a four-minute Chanel No. 5 advertisement in 2004.

**Phone number:** The phone number 8888 8888 was bought by Sichuan Airlines Co. Ltd (China) for $280,723. Why? The number eight is a lucky number in China.