

GOALS

- Identify places to purchase goods and services
- Interpret advertisements
- Compare products
- Identify and compare purchasing methods
- Make a smart purchase

LESSON **1**

Shopping for goods and services



GOAL ➤ Identify places to purchase goods and services

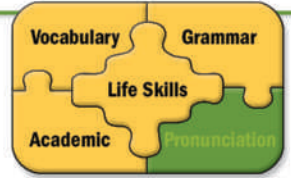
A What kind of stores or businesses are these? What goods or services can you purchase here?



B Look at the places below. Which of them sell goods? Which of them provide services?

- | | | | |
|---------------|--------------|----------------|---------------------|
| laundromat | gas station | pharmacy | hotel |
| jewelry store | bank | post office | department store |
| grocery store | car wash | tailors | office supply store |
| drugstore | dry cleaners | hardware store | hair salon |

GOAL ➤ Identify places to purchase goods and services



C Fill in the chart using the places from Exercise B. Then, add two places of your own to each list.

Sells goods	Provides services	Both
grocery store	laundromat	post office

D Where can you purchase each of the following items? Write the places. Some items may have more than one answer.

Item	Place
1. medicine	_____ pharmacy _____
2. a table	_____
3. a notebook	_____
4. a bracelet	_____
5. boots	_____
6. a refrigerator	_____
7. bread	_____
8. motor oil	_____
9. a shirt	_____
10. stamps	_____

E We use the expression *to get something done* when we talk about services we receive. Study the chart with your teacher.

<i>to get something done</i>				
Subject	get	Object	Past participle	Example sentence
I	get	my hair	cut	I get my hair cut every month. (present)
she	got	her clothes	cleaned	She got her clothes cleaned yesterday. (past)
For a list of past participles, see p. 163 in the back of this book.				



F Where can you receive the following services? Write the places on the lines. Some items may have more than one answer.

EXAMPLE: get your clothes cleaned dry cleaners

- 1. get your hair cut _____
- 2. get your checks cashed _____
- 3. get your pants hemmed _____
- 4. get your car washed _____
- 5. get your car fixed _____
- 6. get your clothes washed _____

G Answer the following questions with complete sentences.

EXAMPLE: Where do you get your clothes cleaned?

I get my clothes cleaned at the dry cleaners.

1. Where do you get your hair cut?

2. Where did you get your prescription filled?

3. Where do you get your packages mailed?

4. Where did you get your keys made?

5. Where did you get your gas tank filled up?

6. Where do you get your clothes washed?

H Imagine you are new to the neighborhood. Ask your partner questions about businesses in the area.

EXAMPLE: *Student A:* Where can I get my car washed?

Student B: at the car wash on Maple Street

I **Active Task.** Go to a mall and look at the directory. What different stores and businesses does it have? Make a list to share with your class.



GOAL ➤ Interpret advertisements


A Write answers to the following questions. Then, discuss your answers with your classmates.

1. What are advertisements? _____
2. Where can you find them? _____
3. What information can you find in advertisements? Make a list. _____

B Read the advertisements from the newspaper.

1. **BOB'S AUTO SERVICE**

- Save on oil change
- Most cars now **only \$16.95**
- Includes up to five quarts of oil, new oil filter, and labor
- Not valid with any other offer
- Offer expires 8/5/2009



2. **16 x 7 garage doors**
McKINNON'S Garage Door Sale

Includes: delivery and installation of new door, 3-year warranty

Call now for your free in home estimate
1-800-555-3936



only \$599.00

licensed and insured
exp. 2-21-2009

3. **STEREO FACTORY OUTLET**

30-70% off original prices

Headphones Speakers



starting at \$9.95 starting at \$79.95
a pair

\$5 DISCOUNT WITH THIS AD

4. **All mountain bikes on sale!**
Wheel World Bike Sale

SAVE 25%



All bikes come with 1-year warranty
Bikes reg. priced \$150 now \$112.50

C Read the ads again and find words with these meanings.

- | | |
|---------------------------------|----------------------------|
| 1. discount _____ on sale _____ | 5. no charge _____ |
| 2. guarantee _____ | 6. approximate cost _____ |
| 3. work _____ | 7. to set up for use _____ |
| 4. to come to an end _____ | 8. normal _____ |



D

Read the ads again and bubble in the circle next to the correct answer.

1. What does the oil change NOT include?
 - oil
 - oil filter
 - windshield-wiper fluid
2. When does the offer expire for the oil change?
 - May 8, 2009
 - August 8, 2009
 - August 5, 2009
3. When does the garage door offer end?
 - February 21, 2009
 - December 2, 2009
 - February 2, 2009
4. What does the garage door purchase NOT include?
 - new door installation
 - removal of old door
 - three-year warranty
5. How do you get an in-home estimate for a new garage door?
 - call
 - go to the company
 - write a letter
6. What is for sale at the stereo factory outlet?
 - stereo speakers
 - headphones
 - stereo speakers and headphones
7. What is the discount at the outlet?
 - \$9.95
 - 30-70 percent
 - \$79.95
8. What is the regular price of the bikes?
 - \$150.00
 - \$112.99
 - \$250.00
9. How much are the bikes discounted?
 - \$25
 - 25%
 - \$37.00
10. Which item(s) come with a warranty?
 - garage doors
 - bicycles
 - garage doors and bicycles

E

Which ad do you like the best?

Why? _____



F Read the two ads and complete the table below.

Happy Helpers
Cleaning Service



\$10 per room \$15 per bathroom

\$20 off with this ad! Same day service!

House Cleaning with a Smile
Call us today (714) 555-7382

Kate's Cleaners

\$45 per hour (average house takes 2 hours)

20% off first two services



We bring all our own cleaning supplies

My cleaning team will come and clean your house from top to bottom!

Let us clean your house! (562) 555-0191

Cleaning Services		
Company		
Phone Number		
Product or Service		
Price		
Discounts		
Other Information		

Which cleaning service would you choose? _____

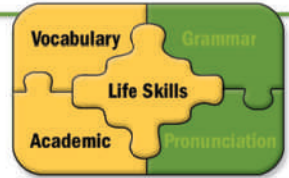
Why? _____

G In groups, choose a product or service and create an advertisement for it. Include the name of your company, the name of your product, a small picture or illustration, and details of prices and discounts.

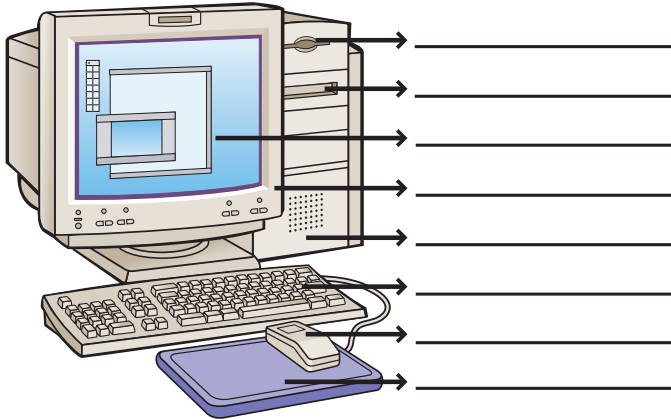
H **Active Task.** Find some newspaper advertisements and bring them to class. What special offers can you find?

Making Comparisons

GOAL ➤ Compare products



A Think about the different parts of a computer. What do you use them for? Use the words from the box to label the picture.



- monitor
- mouse
- screen
- mousepad
- CD-ROM drive
- keyboard
- CPU
- hard drive

B What should you look for when you buy a computer?

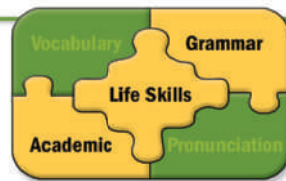
- Speed:** Is the computer *fast* or *slow*?
- Monitor:** Is the screen *large* or *small*?
- Memory:** How *much* memory does the computer have?
- Price:** Is the computer *expensive* or *cheap*?
- Hard Drive:** Is the hard drive *big* or *small*?

- GHz = gigahertz
- 1,000 MHz = 1 GHz
- MB = megabytes
- GB = gigabytes
- 1,000 MB = 1 GB
- 15" = 15 inches

C Study the information about five different computers. Use the adjectives above to talk about them.

EXAMPLE: The JCN computer has a large monitor.

	JCN	Doshiba	Vintel	Shepland	Kontaq
Price	\$1,371	\$1,549	\$794	\$1,168	\$419
Speed	3.1 GHz	3.2 GHz	2.66 GHz	3.0 GHz	2.4 GHz
Monitor Size	20"	20"	22"	17"	17"
Memory	2 GB	3 GB	512 MB	1 GB	256 MB
Hard Drive	160 GB	250 GB	80 GB	160 GB	80 GB



D Study the chart with your classmates and teacher.

Comparatives				
	Adjective	Comparative	Rule	Example sentence
Short adjectives	cheap	cheaper	Add <i>-er</i> to the end of the adjective.	Your computer was <i>cheaper</i> than my computer.
Long adjectives	expensive	more expensive	Add <i>more</i> before the adjective.	The new computer was <i>more expensive</i> than the old one.
Irregular adjectives	good bad	better worse	These adjectives are irregular.	The computer at school is <i>better</i> than this one.
Remember to use <i>than</i> after a comparative adjective followed by a noun.				

E Use the rules above to make comparative adjectives.

- | | | | |
|----------|--------------------|----------------|-------|
| 1. slow | _____ slower _____ | 5. heavy | _____ |
| 2. small | _____ | 6. fast | _____ |
| 3. wide | _____ | 7. beautiful | _____ |
| 4. big | _____ | 8. interesting | _____ |

Spelling	
hot	→ hotter
easy	→ easier
large	→ larger
pretty	→ prettier

F Make comparative sentences about the computers on page 27.

EXAMPLE: The Kontaq / slow / the Vintel _____ The Kontaq is slower than the Vintel.

- The JCN monitor / wide / the Shepland monitor

- The Doshiba / fast / the Vintel

- The JCN's hard drive / big / the Kontaq

G Talk to your partner. Which computer from page 27 would you buy? Using comparatives, give three reasons for your choice.



H Study the chart with your teacher.

Superlatives				
	Adjective	Superlative	Rule	Example sentence
Short adjectives	cheap	the cheapest	Add <i>-est</i> to the end of the adjective.	Your computer is <i>the cheapest</i> .
Long adjectives	expensive	the most expensive	Add <i>most</i> before the adjective.	He bought <i>the most</i> expensive computer in the store.
Irregular adjectives	good bad	best worst	These adjectives are irregular.	The computers at school are <i>the best</i> .
Always use <i>the</i> before a superlative.				

I Use the rules above to make superlative adjectives.

- | | | | |
|----------|--------------------------------|----------------|-------|
| 1. slow | _____ <u>the slowest</u> _____ | 5. heavy | _____ |
| 2. small | _____ | 6. fast | _____ |
| 3. wide | _____ | 7. beautiful | _____ |
| 4. big | _____ | 8. interesting | _____ |

Spelling	
hot	→ the hottest
easy	→ the easiest
large	→ the largest
pretty	→ the prettiest

J Make superlative sentences about the computers on page 27.

- EXAMPLE: wide The Vintel computer has the widest screen.
- expensive _____
 - cheap _____
 - slow _____
 - large memory _____
 - small memory _____

K Write six questions about the computers on page 27, using comparatives and superlatives. Walk around the room and ask your classmates to answer your questions.

- EXAMPLE: Which computer has the biggest monitor?
Which computer is faster, the JCN or the Doshiba?

Cash or charge?



GOAL ➤ Identify and compare purchasing methods

A Terron uses four different ways to make purchases. What are they?

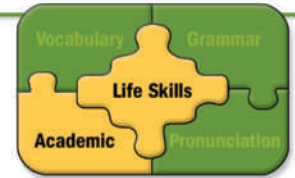


B Write the correct word next to its description. You will use some of the items two times.

cash personal check credit card debit card

1. This is a written request to your bank asking them to pay money out of your account.

2. This allows you to borrow money to make purchases. _____
3. Coins and bills are this. _____
4. This allows a store to take money directly from your account to pay for purchases. _____
5. This allows you to buy now and pay later. _____
6. You can get cash out of the ATM with this. _____



- C** In groups, talk about the advantages and disadvantages of each purchasing method. Complete the chart below.

EXAMPLE: *Student A:* Cash is good because it is quick and easy.
Student B: Yes, but if you lose cash, you cannot replace it.

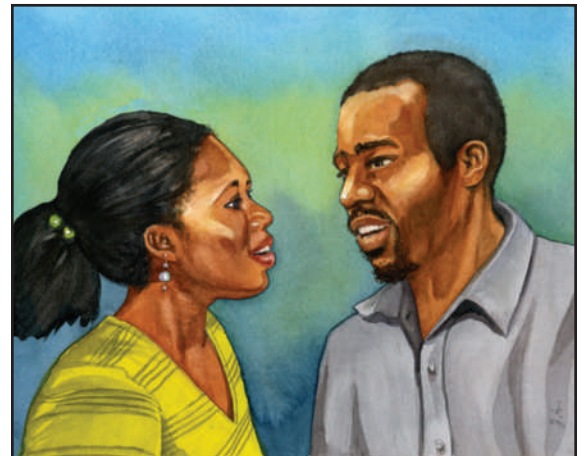
	Cash	Debit card	Personal check	Credit card
Advantages	quick and easy			
Disadvantages	can't replace			

- D** Talk to a partner about the purchasing method you prefer and why.



CD 1
TR 6

- E** Listen to Terron and his wife, Leilani, talk about purchasing methods. Make a list of the things they *have to* do and *must* do.



<i>Have to</i>	<i>Must</i>



F We use *must* and *have to* when something is necessary. *Must* is a little stronger than *have to*. Study the chart below with your teacher.

Must vs. Have to			
Subject	Modal	Base verb	
We	have to	save	money for vacation.
I	must	pay off	my credit card every month.

G Complete each statement with *must* or *have to* and a verb from the box.

check keep put make pay

EXAMPLE: You must pay your bills if you want a good credit history.

1. You _____ your cash in a safe place.
2. You _____ track of the personal checks you write.
3. You _____ the minimum amount on your credit card every month.
4. You _____ sure you have enough money in the bank when you write a personal check.
5. You _____ your balance before you get cash out of an ATM machine.

H Choose one purchasing method and write a paragraph on why you think it is better than all the rest. Use comparative and superlative adjectives.



A Read about making smart purchases.

Making a Smart Purchase

You make a smart purchase when you think and plan before you buy something. First of all, you make a decision to buy something. This is the easy part. The second step is comparison shopping. You comparison shop by reading advertisements, going to different stores, and talking to friends and family. Third, you choose which product you are going to buy. Do you have enough money to buy this product? If you don't, the next step is to start saving. This may take a while depending on how much you need to save. Once you have enough money, you are ready to make your purchase. If you follow these steps to make a purchase, you will be a smart consumer. And smart consumers make smart purchases!



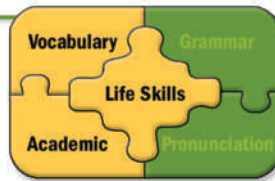
What is Leilani doing?
What is her problem?

B Put the steps in order from 1 to 5 according to the paragraph above.

- _____ make the purchase
- _____ read advertisements
- 1 decide to buy something
- _____ choose the best deal
- _____ save money

C Rewrite the steps in Exercise B after the words below.

- First, decide to buy something. _____
- Second, _____
- Next, _____
- Then, _____
- Finally, _____



D *Sequencing transitions* are used to describe stages of a process. Study the examples in the box.

First,	First of all,	Second,	Second of all,	Third,
Fourth,	Next,	Then,	Lastly,	Finally,

E Put the steps in the correct order.

- ___ You decide to buy it.
- ___ You find out the price.
- ___ You see something in a store you want to buy.
- ___ You decide to charge it.
- ___ You think about if you have enough money to pay for it or not.
- ___ You pay for it.
- ___ You think about if you want to pay cash or put it on your credit card.



You

We use *you* to talk about people in general.

F Add sequencing transitions to the steps above to write a paragraph about making a purchase.



G Imagine you are going to buy a computer. In groups, come up with a list of steps to make a smart purchase.



Steps to Buying Our Computer

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

H Write a paragraph about buying your computer. Use sequencing transitions.

Review

A Where can you purchase the following goods or services? Write the places below. (Lesson 1)

Goods/Services	Place	Goods/Services	Place
1. shampoo	_____	6. a washing machine	_____
2. soccer ball	_____	7. fruit	_____
3. hammer	_____	8. a tune-up	_____
4. stamps	_____	9. clothes cleaned	_____
5. prescription refill	_____	10. shoes	_____

B Write the present tense form of *get* and the past participle of the verb in parentheses. (Lesson 1)

1. He gets his car washed at the local car wash. (wash)
2. She _____ her hair _____ at the hair salon. (cut)
3. He _____ his car _____ at the automotive shop. (clean)
4. They _____ their clothes _____ at the dry cleaners. (clean)
5. I _____ my checks _____ at the bank. (cash)

C Read the ads and answer the questions below. (Lesson 2)

Xonda Pilot with all the bells and whistles **Hill's Xonda**



\$36,999

Includes free gas for a year!

Xonda of Albilene

Fully loaded Xonda Pilot



Come test drive your new car!
0% financing

\$37,999 (includes tax, title, and license)

1. Are these ads advertising the same thing? _____ If so, what? _____
2. What is the price of the car at Hill's? _____ At Albilene? _____
3. Which car is cheaper? _____
4. What is good about the offer from Hill's? _____
5. What is good about the offer from Albilene? _____
6. Which dealership would you buy from? _____
Why? _____

D Complete the following statements with a comparative or a superlative adjective. (Lesson 3)

1. My new watch was cheaper than my old watch. (cheap)
2. This computer is _____ one in the store. (fast)
3. That mirror is _____ the one we have now. (tall)
4. This box is much _____ that one. What's in it? (heavy)
5. _____ paintings in the world are painted by that artist. (beautiful)
6. Do you think that the book is _____ the movie? (interesting)
7. Let's go to a different store. This is _____ one. (busy)
8. My neighbor's house is _____ our house. (big)
9. Do you think this car is _____ the one you have? (good)

E Imagine that you are going to buy a new car—your dream car. Write sentences comparing your old car to your new car. (Lesson 3)

EXAMPLE: My new car is faster than my old car.

F What is the best restaurant in your neighborhood? Write sentences comparing this restaurant to all the other restaurants in the neighborhood. (Lesson 3)

EXAMPLE: China Palace has the friendliest service in the neighborhood.



My Dictionary

Make flash cards to improve your vocabulary.

1. Choose four words from this unit.
2. Write each word on a 3-by-5 index card or on a piece of paper.
3. On the back of the card or paper, write a definition, or a sentence with the word missing, and draw a picture.
4. Study the words while you are traveling to school or work, or read them during breakfast. (Remember your time-management skills!) You can also ask a friend or family member to help you review.
5. Do this for each unit, and add other new words that you learn in or out of class. If you study a little each day, you will improve your vocabulary very quickly. By the end of this class, you will have a whole stack of flash cards!



Learner Log

In this unit, you learned many things about consumer smarts. How comfortable do you feel doing each of the skills listed below? Rate your comfort level on a scale of 1 to 4.

1 = Need more practice 2 = OK 3 = Good 4 = Great!

Life Skill	Comfort Level				Page
I can identify places to purchase goods and services.	1	2	3	4	___
I can interpret advertisements.	1	2	3	4	___
I can compare products.	1	2	3	4	___
I can identify and compare purchasing methods.	1	2	3	4	___
I know how to make a smart purchase.	1	2	3	4	___

If you circled 1 or 2, write down the page number where you can review this skill.

Reflection

1. What was the most useful skill you learned in this unit? _____
2. How will this help you in life? _____

Team Project



Create two advertisements and a purchase plan.

- Form a team with four or five students.
Choose positions for each member of your team.

POSITION	JOB DESCRIPTION	STUDENT NAME
Student 1: Leader	See that everyone speaks English. See that everyone participates.	
Student 2: Secretary	Write the advertisement. Take notes for the family.	
Student 3: Designer	Design advertisement layout.	
Students 4/5: Spokespeople	Plan presentations.	

Part 1—Advertising Team: Create Advertisements

- Create two different advertisements for the same product or service. (Lesson 2)
- Present your ads to the class and then post them in the classroom.

Part 2—Family: Create a Purchase Plan

- Walk around the room and choose a product or service to buy from all the ads created by all the teams on the wall.
- Compare two of the ads, writing four comparative statements about why one is better than the other. (Lessons 2–3)
- Choose one product or service to buy and write a purchase plan—the steps needed to make a smart purchase. (Lessons 4–5)
- Present your comparisons and purchase plan to the class.