

American Empower C1 Digital Workbook Audioscripts

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Unit 1, Lesson C

Listening: Aren't you a happy camper this morning!

Rachel: Hi Amanda. Aren't you a happy camper this morning!

Amanda: Hey Rachel. Sorry. I was just going over our bills. It's not exactly good news.

Rachel: Don't tell me. We can't pay them again, right? Well, I have some news. Do you remember that guy we went to college with – the one who was always interviewing people for the school newspaper?

Amanda: Oh, yeah. Wesley whatsisname. He always said he wanted to start his own magazine.

Rachel: That's him. And guess what! He did start a magazine. Well, it's actually an online magazine that focuses on art and design and stuff like that. But he also writes about artists, especially ones like us who are selling their art and earning a salary.

Amanda: That's interesting.

Rachel: Wesley's been following our Instagram page for a while, and he's impressed with our store. He likes how we only sell items that we make or that have been created by local artists. He said that for small businesses, supporting the local community is the wave of the future, or words to that effect.

Amanda: Well, we already know that. That's why we opened our store, isn't it?

Rachel: Exactly. Wesley wants to write a feature story on us and the store. His magazine has somewhere in the region of 100,000 monthly readers.

Amanda: Wow, we could really use that publicity. It could bring in a lot of new customers.

Rachel: I know we've been struggling to make a profit, and I think this could help us. I told Wesley to stop in today.

...

Rachel: Hi. Welcome to... Oh, Wesley! I didn't expect you so soon.

Wesley: Hi Rachel. Hi Amanda. It's great to see you both in person after all these years.

Amanda: Wesley, hi! Rachel was just telling me about your online magazine. How wonderful for you.

Wesley: Thanks! And I'm really happy for both of you. I remember you always talked about going into business together when we were all in college.

Rachel: Well, we did it. Now if we could only make a profit. So, about the article – do you also want to talk to our local artists? We work with people who make jewelry, furniture, and candles. There's also a woman who will paint your portrait from a photograph. The talent in this little town is really something.

Wesley: Yes, I was thinking of something along those lines. I'd like to know how your store helps them earn a living.

Rachel: When do you think the article will be published?

Wesley: Let's see. After I write it, my editor will read it and return it to me for a second draft. And I'll bring my colleague Kendra here at some point. She takes the pictures for all of our articles. So, it will probably be published in a few weeks, give or take.

Rachel: Sounds good. The sooner the better. Would you like some coffee?

Wesley: No thanks. I just want to look around and get some ideas for the article; maybe take some notes. And I'd love to come back in a couple of days to do the formal interview.

Amanda: Well, we're so pleased to be working with an old friend like you. I guess art school has really paid off for all of us.

Unit 2, Lesson C

Listening: There's a lot to be said for being upfront about things

- Luis:** Hey, Elena. You were late for class again today.
- Elena:** Hi Luis. Do you think Professor Chan noticed? Did he mention that I'm always late?
- Luis:** Hold on. Don't get so worked up about it. I just wanted to make sure you were OK.
- Elena:** I'm not, to be honest. I'm trying to do so many different things that I can't seem to finish any of them.
- Luis:** Why don't you tell me about it? I used to have that same problem; maybe I can help.
- Elena:** OK. Well, first of all, my boss promised to let me work fewer hours a month ago. She still hasn't, and it feels awkward to ask her again.
- Luis:** Do you think she remembers telling you that?
- Elena:** No, I don't. I've been dropping hints about it all week. It's their busy season and I know she needs me to work more hours instead of fewer hours. The problem is that, even when I'm there, my mind isn't. I'm always thinking about school and everything else I have to do.
- Luis:** Your boss made a commitment to you, and now she isn't honoring it. You might want to be direct with her. Tell her you're going to work fewer hours starting next week. Don't beat around the bush. You can probably even convince her you'll be a better employee when you're not worried about everything else you have to accomplish.
- Elena:** OK, that's good advice, thanks. At least I won't have to walk on eggshells around her, waiting for her to bring it up first. Working less will help, but I still have a million other things to do. I'm just not sure how to squeeze everything in.
- Luis:** Have you thought about the possibility of using a time management app? I downloaded one last year and it totally changed my life.
- Elena:** Really? How so?

Luis: Well, first of all, it helped me keep track of everything thing I did for a week. I learned that I was spending several hours every week browsing the Internet, watching television, and things like that.

Elena: Uh, yeah. That sounds familiar.

Luis: After you track your time and cut out time-wasting activities, you can begin to prioritize. What's the most important thing you should do first? Be decisive. Make a plan each week and stick to it exactly. That means you might have to say no to people. Tell everyone about your time management plan. Your friends will understand. There's a lot to be said for being upfront about things.

Elena: I guess you're right.

Luis: And you should put a time limit on all of your activities. Don't spend too much time on any one thing.

Elena: OK, so if I cut out unnecessary activities and manage my time better, then I should be able to finish my research paper, meet with my conversation partner, volunteer at the homeless shelter...

Luis: Whoa, stop! You're making me dizzy! That's a lot for one person to accomplish in a week.

Elena: A week? That's just what I have to do next Monday.

Luis: Hmm... I'm going to text you the name of that app. Then you can tell me your plan, and I'll help you follow it.

Unit 3, Lesson C

Listening: A difficult pitch

Part 1

Mallory: Hello. You must be Nathaniel. I'm Mallory Walker.

Nathaniel: Nice to meet you. And thank you for this opportunity to pitch my idea to you.

Mallory: I'm looking forward to hearing it. As an editor, I'm always on the hunt for exciting new writers. My friend Garrett said you have an outstanding idea for a book. Why don't you tell me about it?

Nathaniel: OK. In a nutshell, it's about a family who decide that they're tired of the pressures they face every day, and they're worried about raising their kids in such a high-stress environment. Or, to put it another way, they're searching for a simpler way of life. They decide to completely give up modern conveniences and go and live in the wilderness.

Mallory: OK, that's interesting. Are you drawing from your own experiences here? Have you ever lived without modern conveniences or spent time in the wilderness?

Nathaniel: No, not really. I mean, I like hiking a lot, and I often dream about living someplace quiet and off the beaten path.

Mallory: And how big is this family?

Nathaniel: How... big?

Mallory: In your book. Are there two kids? Six? More? I think the story would be significantly different depending on how many children there were.

Nathaniel: I'm not sure, but I think the relationships between the brothers and sisters would be a major plot point. You know, like how living in an isolated environment forces them to rely on each other, and whether that brings them closer together or further apart.

Mallory: And did you grow up with brothers and sisters? Would this be based on your relationship with them?

Nathaniel: No, I'm... actually an only child.

Mallory: So, in other words, you'll create a world that's fiction, one that's not based on your own life or experiences at all.

Nathaniel: Right. That just about sums it up.

Mallory: Can you tell me about some of the conflicts the family might face? What ideas do you have to make living in the wilderness an interesting concept for readers?

Nathaniel: Well, they would have to hunt and plant vegetables and build a house and... I haven't really thought about much beyond that. I'm sorry. This meeting is an outright disaster, isn't it?

Mallory: Not at all. I do usually ask writers to have more fully formed ideas before they pitch them to me. But since you're Garrett's roommate, I wanted to give you a chance. Is there anything else you can tell me?

Nathaniel: Well, I really want to examine what life might be like when a typical family is removed from the strains of modern life. What happens when adults don't have a boss telling them what to do? Or when kids aren't under the influence of peer pressure or social media?

Mallory: Hmm... so this would be kind of a critique of modern life in a way. I'll tell you what, Nathaniel. Why don't you take some time to expand on your ideas? I'd like you to write the first two chapters of this book, and then come back and see me.

Part 2

Garrett: Hey, how did the meeting with Mallory go? She's great, isn't she?

Nathaniel: Hey Garrett. Yeah, she's great, but I came across as a total idiot.

Garrett: What happened?

Nathaniel: Well, she was asking me a lot of questions, and I just froze. I couldn't remember any of the ideas that you and I went over last night. It was a complete and utter embarrassment.

Garrett: How did you leave things?

Nathaniel: She wants to meet with me again when I actually have something written.

Garrett: Really? Wow! All things considered, it sounds like it went pretty well if she's giving you another chance.

Nathaniel: I suppose so. I can't make a mistake like that again, though. I guess I'd better get writing.

Unit 4, Lesson C

Listening: Planning a group project

- Andre:** Hey, Juana. Hi Daniel. Thanks for agreeing to meet before class. I just wanted to check in and see how we're all doing on our presentation assignment.
- Juana:** I'm glad we're meeting, too. I'm actually struggling with this topic. It's a lot to cover in 20 minutes.
- Daniel:** I agree with Juana. No offense intended Andre, but maybe this topic doesn't quite work for us.
- Andre:** OK. I see where you're both coming from, but I really think we should stick with it. It's what we agreed to, and it's too late to change it now.
- Juana:** That's not the way I see it. So far, I've done a lot of research but can't figure out how to organize it into a logical format. If we limited the topic a little, I could focus much better.
- Daniel:** Yeah. Instead of trying to present ten people who have shaped global history, why don't we talk about three people? Each of us could then specialize in one historical figure instead of three or four.
- Andre:** With all due respect, I think that's too simple. We're supposed to not only discuss important historical figures, but also put them into context. We have to show how each person contributed to the progression of civilization, and also led to the next great progression. Without the wheel, there would be no car, right?
- Juana:** Maybe you're right, Andre. Professor Lopez did specifically say that we had to show critical thinking in our work. If we randomly discuss three historical people, that won't really address that part of the assignment.
- Andre:** And we all know what will happen to our grade if we don't follow the procedure to the letter. Professor Lopez is a very tough nut to crack. Our presentation needs to be perfect in every way.
- Juana:** You're telling me! I've been trying to raise my grade all semester.

Daniel: OK. I guess I can go along with this. I'll keep working on it. Moving on, we should probably talk about our roles. Perhaps I could be the opening speaker.

Juana: Daniel, don't take this personally, but I don't think that's a good idea.

Andre: I'm afraid I have to say that I agree with Juana.

Juana: It's just that... I know you like to begin your presentations with funny stories, and I think that's great. It catches people's attention and makes them laugh. But this presentation is a major part of our final grade. I think we should start on a serious note so that we set the tone for a professional presentation.

Andre: Juana, I think you would be perfect for that role. You're always so professional. I can take the middle portion. And Daniel, you can wrap things up and tell a funny story at the end.

Daniel: I beg to differ with you both. I watch people giving talks online all the time, and they always start with a personal story, usually something funny or touching. Professor Lopez commented specifically on the story I told during my last presentation. She called it one of the best hooks she's ever heard.

Andre: I take your point, but I think you can be a bit inappropriate at times... and I mean that in the nicest possible way – it's one of the things I like about you.

Juana: Why don't we pause this part of the discussion for now and meet again next week?

Daniel: Sure. That's fine with me.

Unit 5, Lesson C

Listening: I was under the impression that you needed my advice

- Arthur:** Hi, are you Elizabeth? I'm Arthur, your brother Jack's friend.
- Elizabeth:** Hi Arthur, nice to meet you.
- Arthur:** Thank you for seeing me. Are you in Boston for long?
- Elizabeth:** Just overnight. I was initially scheduled to fly back this afternoon, but I wanted to have dinner with Jack. I haven't seen him in almost six months.
- Arthur:** Wow, really? You've got a packed schedule. I can't imagine how busy you must be.
- Elizabeth:** I am, but hopefully, things will slow down soon enough.
- Arthur:** If my memory serves me correctly, you're here to give a lecture at the business school, right?
- Elizabeth:** Yes. I often talk to business students who are about to graduate. I describe the reality of being the CEO at a major international company, and tell them how, if it's a career they want to pursue, they'll have to make sacrifices. I also make sure to point out that it's an extremely satisfying career.
- Arthur:** Do you enjoy the lectures? Wouldn't you have more time if you gave up public speaking?
- Elizabeth:** You know what? I love them. I get to give advice to bright students and potential start-up entrepreneurs. They're about to begin their professional lives, and I love being a part of that, no matter how small. I also enjoy my job as CEO, of course – and that's where the money is. We end up recruiting some of those students, too.
- Arthur:** I'm sure you're excellent at both. A good manager fulfills many roles, right?
- Elizabeth:** Ah, that sounds familiar! I'd hazard a guess that you've seen my lectures.
- Arthur:** Yes, I've watched all of them online.

Elizabeth: Well, I'm scheduled to talk today at noon. Why don't you come on over?

Arthur: I'd love to, thank you.

Elizabeth: Now, we'd better get to the reason we're meeting. I think I remember Jack telling me that you two work together, is that right?

Arthur: Actually, we used to, but we don't anymore. The company went through some financial difficulties, and I was laid off.

Elizabeth: That's too bad, but we all have our ups and downs.

Arthur: They told me it would be on a temporary basis. They said they'd hire me back as soon as possible, but after months of unemployment, I found another job. I started working at an advertising agency last month.

Elizabeth: Congratulations. What do you do for them?

Arthur: I work in the sales department. I'm in charge of acquiring new clients that have big advertising budgets. Actually, I was wondering if your company was happy with their advertising agency?

Elizabeth: Oh, I don't really know. Why do you ask?

Arthur: Well, I'm the newest salesperson at work. I'm under a lot of pressure, and I also receive a bonus for each new client that I find. It would be great if I could sign on an impressive company like yours.

Elizabeth: Oh. I was under the impression that you wanted career advice. I thought that's what Jack told me.

Arthur: Career advice would be good, too! But I'm really just trying to get new clients for now.

Elizabeth: I don't handle that aspect of the company. I could put you in touch with the head of marketing, though. She might meet with you for a few minutes.

Arthur: I'd really appreciate that, thank you.

Unit 6, Lesson C

Listening: Improving our company's brand name

Part 1

Clare: Good morning. I hope you've all had the opportunity to prepare something. As we discussed last week, sales across all of our retail stores have been declining for some time, and we need to take drastic measures to increase them. One thing is clear – if we don't raise our profits quickly, we'll be in trouble. Last week, I asked everyone to brainstorm ideas to help us solve this problem. Who would like to speak first? Daniel?

Daniel: Sure. Well, our company's strength has always been our stability. Our retail stores have been around for decades, and we're lucky to have loyal people who return to us year after year for their outdoor clothing needs. However, our weak point is that we haven't been able to reach new consumers for many years now, so sales are suffering. First and foremost, we need to bring in an expert who can help us appeal to a wider audience.

Olivia: This may be a bit of a sore point. Remember a few years ago when we hired a marketing consultant? They advised us to completely change our line of clothing, and when we did, we lost more money than ever. Our customers don't want us to change.

Daniel: That's right, Olivia. That's why I was thinking of a different approach this time. I propose that we add someone to our marketing team who can put a face to our fashion. More specifically, I'm thinking of Lydia Arness.

Olivia: The fashion blogger? Does she have formal marketing training?

Daniel: Not exactly. Let me talk you through her history. In 2015, she started a blog during her first year of college. She used to go to secondhand clothing stores with a budget of around \$30-40. She would put together inexpensive but interesting outfits, and then post photos. Within a year, she had over 50,000 monthly views on her blog, and a lot more than that on social media. This speaks to her appeal to a large audience.

Turning now to her business skills, Lydia eventually began selling the clothes that she modeled, and by the time she was a senior in college, she was earning a good living. Shortly after that, she developed an app aimed at other fashion bloggers to help them get into the business of selling clothes, too.

Lydia has been named one of the most influential women in fashion in the country. She sold her blog, and then she sold her app for \$3 million. She did all of this before she was 25 years old. She didn't need formal marketing experience to accomplish any of that. If you'd like me to elaborate on how she built her brand, let me know.

Clare: She's obviously qualified. I think we need someone like Lydia to boost our public image. But what do you see her role with us being, Daniel?

Daniel: I don't want to overstate the point, but I believe she is our key to reaching new customers. We need her to help us target the best way to market to populations who don't wear our clothes.

Olivia: More to the point, young people, right?

Daniel: Sure. Right now, when younger people buy our sweaters, they're usually for their dads on Father's Day. They associate us with their parents' fashion. But there are also people who don't consider purchasing our clothes at all because they think they're only for activities like hiking and canoeing. Now remember that Lydia Arness made a fortune from buying and selling secondhand clothes. She knows how to make particular clothing desirable to a lot of different people. We need her to reach her fans and tell them our clothing line is right for them.

Part 2

Daniel: Clare, I just got off the phone with Lydia Arness.

Clare: Wonderful. And?

Daniel: She's interested! It turns out that she grew up in a family that loved to go camping! She said that she still wears one of our raincoats she bought in high school. She's willing to come and meet with us. She said

she's been searching for a new challenge but isn't sure she wants to work exclusively with one company. All we have to do is convince her that this is the opportunity she's been looking for.

Clare: It's worth a shot, and the advantages do work two ways. We would gain her fans as customers, and she would gain our customers as her newest fans. I guess my main concern would be that we can't afford her.

Daniel: We'll have to cross that bridge when we come to it.

Unit 7, Lesson C

Listening: I don't know what came over me at work

Part 1

- Ana:** Hi, Gerald. Ready to get started? We have a pretty tight schedule. Sharon wants this by tomorrow.
- Gerald:** Sure, Ana. Come on in. I don't see why we have to do this again, though.
- Ana:** Well, Sharon's the art director and she's in charge. She said that the clients didn't like the logo we came up with for them.
- Gerald:** But we gave them exactly what they asked for. They're a small neighborhood bookstore, and they wanted a logo that would appeal to the community. That's what we gave them.
- Ana:** According to Sharon, they didn't think our design conveyed their identity. To tell you the truth, I'm not sure they know what they want. Sharon said they didn't like any of our other logos, either.
- Gerald:** Other logos? What do you mean?
- Ana:** I emailed Sharon some of our original designs – the ones we made before we settled on the final one, remember?
- Gerald:** Yes, but that was only the idea phase of the process. I didn't intend for anyone but you to see those designs. You know I like to experiment with new colors and techniques during our planning stage.
- Ana:** Sharon liked them...
- Gerald:** Who else did you show them to? The whole office?
- Ana:** No, just Sharon, and she showed the clients.
- Gerald:** You were out of line, Ana.
- Ana:** I'm sorry. I thought I was helping. You made some really amazing logos that day.
- Gerald:** You know, maybe you should work with a different graphic designer on this. You seem to have a much better understanding of what's expected of us.

Ana: Gerald, that's not necessary. I shouldn't have shared your work without your permission. It was inexcusable of me. But we need you on this project.

Part 2

Thomas: Hey, Gerald. Look at this ad for an apartment downtown. It has a renovated kitchen and brand-new appliances.

Gerald: Are you moving, Thomas?

Thomas: No, this would be a good apartment for you. You've been talking about wanting more space so you can turn a bedroom into a home office.

Gerald: Wait... do you have a problem with me staying here? Why don't you just come out with it?

Thomas: Gerald...

Gerald: I don't know why everyone thinks they can do things without asking me. First Ana at work, and now you. Why doesn't everyone just get off my back?

Thomas: Listen, you said you only wanted to live here temporarily. I know you like your space and your privacy. I actually like having someone to come home from work to talk to. And you know your portion of the rent really helps me out.

Gerald: I know it does. I'm sorry. I don't know what came over me.

Thomas: That's OK. It sounds like you had a bad day at work. What's going on?

Gerald: So, you know Ana, right? We're both graphic designers and we both got hired around the same time.

Thomas: You've mentioned her, yeah.

Gerald: Usually, she and I each design practice logos for a new client. Then we put them together and choose the best features of each one. We create the final design together and send it off to our art director, Sharon, for approval. Well, this time, the clients didn't like it, so Ana went ahead and shared all of the designs we had made during our initial planning session.

Thomas: What's wrong with that?

Gerald: Well, when we're in the planning stage, I try to be as creative as possible, without worrying about the expectations of my boss or the client. Sometimes I make designs that are silly or that I'd be embarrassed to share with anyone except Ana, and maybe a few other colleagues.

Thomas: It sounds like you do your best work during your planning stage. What's the worst that could happen if Sharon sees that?

Gerald: Nothing, really. She actually liked them, I guess. Now that I'm explaining it to you, I don't know why I got so upset.

Thomas: What did you say to Ana?

Gerald: I told her to find another graphic designer to work with. I guess I overreacted, didn't I?

Thomas: I think maybe you did.

Gerald: It's just that Ana is so creative, and she doesn't mind making mistakes. It doesn't bother her that the clients didn't like our first logo, but it drives me crazy. I guess I worry too much about being criticized. I had no right to take it out on her.

Thomas: You know what you have to do, don't you?

Gerald: OK. OK. I'll call her and tell her I'm sorry.

Unit 8, Lesson C

Listening: A musical instrument with an interesting history

- Paul:** Good morning. How can I help you?
- Evelyn:** Hello. I'm looking to sell this guitar.
- Paul:** Well, you're in the right place. You could also trade it in for a new one. We do both here.
- Evelyn:** Oh, I... hadn't thought of trading it, but I don't think I want to do that. I'd just like to get some cash for it. I need to pay for school. It's also taking up too much space. I've just been moving it from place to place in my apartment, but nothing works.
- Paul:** Sounds good. I'm Paul, the owner here.
- Evelyn:** Nice to meet you, Paul. I'm Evelyn.
- Paul:** Well it looks like you've got a beautiful instrument there.
- Evelyn:** It's in excellent condition – better than others I've researched online. And I removed the strings this morning and wiped it down with a soft cloth. So, how much would you be willing to pay?
- Paul:** That depends. I'll have to check it closely for scratches and things like that.
- Evelyn:** Fair enough.
- Paul:** Do you play?
- Evelyn:** Not anymore. I took some lessons and played in my high school band, but I just never really felt like a musician. I found it all very stressful, so I quit.
- Paul:** I see. Well, as long as it's in good condition, I'd be prepared to offer \$200.
- Evelyn:** That would be out of the question. It's worth much more than that. This guitar was made by hand more than 50 years ago. It still sounds as good as it looks, and I also have the original case, which I can give you.
- Paul:** Wow, OK. I guess you have done your research, and it does look like a classic. Do you know who the original owner was?

Evelyn: Oh yes. I think it's fair to say that I knew him pretty well. It belonged to my uncle, who was in a band in the seventies. They were pretty famous for a while. They played all over the United States and Canada, and even in a few countries in Europe.

Paul: Well that certainly increases the value, as long as I can verify that. What were they called?

Evelyn: Twilight Blues. I can show you photos and copies of their old touring schedule.

Paul: Are you serious? My mother loved Twilight Blues! I remember coming home from school and hearing their music before I even walked in the house. I don't remember any of the musicians' names, though.

Evelyn: My uncle's name was Jack Alexander. He was quite a character. This guitar went absolutely everywhere with him. He said you never know when an opportunity will come up to play a song. He even called his guitar Jett, like it was an actual person. A reporter in London once interviewed him about it. I can send you the article.

Paul: That would be great. And this changes things. Considering the guitar's history, it's worth quite a bit more. What would you say to \$750?

Evelyn: How about we increase that a little? I was kind of hoping for more in the region of \$1,200.

Paul: Hmm... I'm not in a position to offer that much. What about \$850?

Evelyn: Is that your final offer?

Paul: I'm afraid so. But I have an idea. I know about a collector who loves any musical instrument that has a good story behind it. I haven't actually dealt with her personally, but a guy I used to work with has, and given what he's told me, I think she'd be willing to pay even more than what you're asking. So, let's say you sell it to her for \$1,500. I'd take out a percentage for connecting you to her, and you'd still end up with \$1,200. Would that be a fair suggestion?

Evelyn: That would be great, yes.

Paul: OK. Why don't you leave the guitar with me? Here's my card. Can you email the article that you mentioned to me? And also the touring schedule. I'll verify the guitar's condition and authenticity and then get in touch with the guy I mentioned.

Evelyn: OK. There's just the issue of time. How soon do you think I could get the money?

Paul: Let's see. The collector may want to ask her own expert to check the guitar's value, but I'll pay you as soon as she agrees to buy it.

Evelyn: Fair's fair. I'll speak to you soon.

Unit 9, Lesson C

Listening: A trip to Mexico

- John:** Hello, "Luxury Locales magazine". Can I help you?
- Julia:** Hi, I'm trying to contact the editorial department. Is this the right number?
- John:** Yes. I'm John Allen, the associate editor.
- Julia:** OK, well I'm Julia Beckford, and I'm calling to express my dissatisfaction with your magazine. I wrote an article on my travel blog about a luxury hotel in Belize recently. Now I see that it's been published on your website, word for word. I didn't get credit for it or anything. This is unbelievable.
- John:** Oh, yeah. I read that article this morning. It was very vivid. I'm actually going to plan a trip to Belize because of it. You wrote that?
- Julia:** Yes. I wrote it for my blog, not your magazine. Besides, if I'd written it for "Luxury Locales", I'd expect credit. And payment for writing it, of course.
- John:** There must be some mistake. We're legally obliged to ask writers before posting their content. And our writers do get paid, but it sounds like you're not one of our writers.
- Julia:** I'm not. There's something fishy about this. Is your magazine in the habit of browsing the web and looking for articles they can steal?
- John:** Let's not jump to conclusions. We don't steal content.
- Julia:** Listen. My blog is small but I have a loyal following. That's how I found out about this. I posted a link to my article on social media, and someone said she'd just read the exact same thing on your website. It was embarrassing! You're a huge travel magazine, so it looks like I stole the article from you instead of the other way around. Words cannot express my anger.
- John:** OK. I'm very sorry about this. I'm going to transfer you to our senior editor. She's in a better position to help you. One moment please.
- Rachel:** Hello. Rachel Perez speaking.

Julia: Oh, hello. Are you the senior editor?

Rachel: Yes I am.

Julia: Well, you owe me an explanation. As I was telling John, an article that I wrote for my blog is posted on your website. And do you know how many people have read it? Almost 1,000! Those should be my readers, not yours.

Rachel: First of all, can I have your name? And what's your blog's name?

Julia: I'm Julia Beckford, and my blog is called Beachsense. I write about luxury tropical resorts.

Rachel: Yes, I see that. I've just pulled up your blog on my computer. It's very attractive. Your photos are stunning.

Julia: Thank you. And you can see that I published the article three days before you did. I also have notes and receipts from my trip to Belize that I can show you.

Rachel: That won't be necessary, but I don't know how this happened. We have one department for our print material and another for our digital content. I'll have to speak with my entire team to see if we can figure this out.

Julia: Well whoever did this had no right!

Rachel: I totally agree with you, and I will look into the matter. Sometimes we hire travel bloggers to write for us, but we always include their name and a link to their blog. Stealing content is against our standards. It's totally unacceptable in the magazine industry. Let's discuss how we can solve the immediate problem.

Julia: The problem is that this makes me look bad. I've spent years building the trust of my readers.

Rachel: I understand. I know it looks bad to have two identical articles floating around on the Internet. So, option number one: we can delete your post from our website immediately. Alternatively, we can keep it, add your name as the author, and also post a link to your blog. And of course, we'll pay you for the article.

Julia: That's a fair offer, thank you. I'd love to leave it up on your site. I think I could get a lot of new followers that way.

Rachel: Wonderful. And I'll speak to my team and find out who is responsible. I can assure you there will be consequences.

Unit 10, Lesson C

Listening: Riding cross-country to raise money for charity

- Rob:** Ms. Sanders. Come in and have a seat. Did you find the studio OK?
- Avery:** Yes, no trouble at all. And please call me Avery.
- Rob:** Well, welcome Avery. I'm Rob. It's nice to finally meet in person.
- Avery:** Same to you. And I'd like to thank you. Your podcast kept me company over many long miles on the road. Remember the episode where you interviewed the young guy who swam down the Amazon River?
- Amazing!
- Rob:** Thank you, I'm so glad to hear that. Before we get started, can I get you some coffee or water?
- Avery:** No thanks. I actually gave up coffee on my trip.
- Rob:** Well, hats off to you. That's a hard habit to break.
- Avery:** It wasn't that hard, actually. I had to pack as lightly as possible, and I realized that coffee wasn't necessary to help me wake up and get going.
- Rob:** Speaking of which, you must have had to start your days with a lot of food, right?
- Avery:** Absolutely. I had my biggest meal of the day in the morning.
- Rob:** All right. Well let's go ahead and get started. And we're recording... now. Hi everyone. I'm Rob Aguilar. Each week, I talk to guests who have had adventures that many of us only dream about. Today on the podcast, I have Avery Sanders. Avery recently completed a bicycle trip across the United States. She rode nearly 3,200 miles over the course of 65 days, and she did it all to raise money for charity. Avery, welcome to the show.
- Avery:** Thanks for having me, Rob.
- Rob:** It's my pleasure. Everyone has been singing your praises. Congratulations on reaching your goal of raising \$40,000. I heard that happened within two weeks of your trip, and then...
- Avery:** Sorry to interrupt, but I can't take all the credit for that. I have to...

Rob: Sorry, if I could just finish what I was saying because it's truly amazing. People were so inspired by your daily social media updates that you raised four times the amount that you intended to, right?

Avery: That's right, but as I was saying, my supporters deserve the credit here. And I'd like to take this opportunity to thank all of your listeners who dug deep into their pockets. Their generous contributions have already made a huge difference for a charity that's very close to my heart.

Rob: That's very good news. Avery, can you tell us about your trip? What were some of the best moments?

Avery: Well, I took the shortest and flattest route across the country, and that took me through lots of rural areas and small towns. Whenever I stopped at a restaurant or grocery store, people would see my bike and my gear and ask me questions about my trip. They'd offer to show me around or just tell me a little bit about their town. Some of them even started following me on social media and posting words of encouragement. They really inspired me.

Rob: Well I'm sure the feeling was mutual. And can you talk about some of the trip's worst moments?

Avery: Oh, yeah. There were plenty of those, but before we move on, I wanted to give a shout out to Nora from Del Rio, Texas! She was the receptionist at my hotel, and now she's training to do her own cross-country cycling trip in a few months.

Rob: Wow, that's wonderful! Go Nora!

Avery: OK, now for the bad stuff. There was the day that was so windy that I only rode for two hours instead of eight. Another time I got a flat tire, and it was raining so hard I couldn't change it. Oh, and once, I arrived in a small town to find that the one and only hotel had closed for good. And then there was the problem of...

Rob: Go on.

Avery: Well, there was the problem of boredom. I hate to say that because I know that this is a dream trip for so many. But some days were just

really boring, you know? Riding my bicycle and seeing nothing but endless desert, or mountains in the distance that I'd never reach. The towns on this route can be very far apart, and sometimes I wouldn't see a car pass by for hours.

Rob: I can understand that. But you obviously found the strength to keep going, right?

Avery: Yes, but I didn't do it alone. I took one of the most established bicycle routes across the country, so I ran into quite a few other cyclists. When I had the flat tire in the rain, a Japanese couple pulled up on their bikes and gave me a plastic waterproof sheet. I spread it over my bike so I could get under there and fix it temporarily. I ended up needing a new tire and they rode with me to the next town to be sure I made it to the bicycle shop. Encounters like that really kept me going.

Rob: That's very inspiring. Did you learn anything surprising about yourself on your trip?

Avery: Sure. By enduring such a difficult experience, I realized that I can overcome any obstacles that I face. I also learned that people are incredibly kind.

Rob: Well, credit where credit's due. You inspired kindness in this situation.

Avery: Thank you, Rob.

Rob: And thank you, Avery, for joining us. We look forward to hearing about your future adventures.