

## UNIT 1

### Opener: BBC Vlogs

- 1 The best present I've ever received was a laptop because after I received my laptop I was able to start working online and that changed my life.
- 2 The best present I've ever received was my engagement ring.
- 3 The best present I ever received was a puppy. I was three years old. This meant we grew up together and were always the best of friends.
- 4 My favourite present was my saxophone. My parents gave it to me when I was ten for my birthday. I'd wanted one for ages and when I opened the present I was so excited.
- 5 The best birthday present I've ever had was my son who was born on my birthday.
- 6 The best present I ever received was a new set of golf clubs, er, because golf is my passion and these clubs made me a better golfer.
- 7 The best present I've ever received is a music studio, built into my own house.
- 8 I think the best present I ever received was a holiday to South Africa to go on safari, and it's something I had wanted to do, um, since I was a child.
- 9 The best present I have ever received was a car that my husband bought me because he really wanted me to learn to drive. It was an old car and it was really beautiful.
- 10 The best present I've ever received I think must be a camera that I got for my tenth birthday. It was quite a basic camera, but it led me to a great interest in photography and I still love taking photographs today.

### 1D: BBC Street Interviews

#### Exs 2A and 2B

- Rory: I think I could live without all my gadgets apart from my phone, because it's so important to me, because I use it for my emails, for university, for school work, and to keep up with news and my friends.
- Connor: I'm a musician and I play guitar so my favourite kinds of gadgets are guitar pedals 'cause I can change the way my guitar sounds.
- Catherine: I could live without the iPad. Umm ... I could live without a ... um ... a home computer, but I do like a laptop, and I absolutely – I hate to say it – I love my phone.
- Marc: I would say my laptop is a pretty important thing, er, for work, in general, and I just can't live without it. In terms of gadgets that I could live without, I'd say my smartwatch.
- Joshua: Er, I love my phone. I use it all the time. Um ... I even use it in bed. I'm just pretty much never off it.
- Shannon: Um ... I love my laptop. I couldn't really live without it 'cause I attend university and everything is now online, so we all rely on our textbooks online and all our lectures and our teachers teach us from our laptops.
- Josh: So I love a range of gadgets from my Xbox and my laptop, but I could live without all of them except for my phone, and that's because I use it for everything: my work and in my free time.

### Ex 2C

- Rory: I think they do, but I think in this day and age it's needed to look at screens, and I think that a lot of people couldn't do without the screens so I think that's why a lot of people do it. But I do think some people do it too much.
- Connor: I do think people spend too much time looking at screens. I think when you spend so much time looking at a screen, you lose the face-to-face contact and that emotion that you get from that interaction.
- Catherine: I do think people spend too much time on the screens. I think people are addicted to screen time, er, needing information or entertainment more immediately at their hands. Um ... I think people, younger generation, might have more difficulty just being with themselves, on their own.

- Marc: I would agree with that. People certainly look at their phones too much. It might even be the first thing in the morning. Um ... I wake up, check my emails and might as well be the last thing in the evening, where I do the same thing, or check the news, or things like that.
- Joshua: Um ... I do, especially like nowadays everything is online, everything's on technology, whether it's phones or computers.
- Shannon: Um ... I think people probably spend too much time on their phone. But I only really use my laptop to study, and I use my phone just to contact my friends.
- Josh: I think so, because it prevents you from being able to talk to people in person, and I think that the recent use of phones, even more so than in the past, has aided that problem.

## UNIT 2

### Opener: BBC Vlogs

- 1 I think one of my best habits is eating healthily. When I was a child, my mum would make sure that my sister and I didn't eat sweets or soft drinks or cakes and biscuits unless it was a special occasion and I've tried really hard as an adult to keep up with this habit.
- 2 I try to meditate almost every evening. I think it's a very healthy habit. It helps me relax and it clears my head after a busy day.
- 3 My best habit is definitely being punctual. Whether it be to meet a friend or starting work, I always like to arrive on time.
- 4 I think one of the good habits I have is try to have a great breakfast every morning, and also drink plenty of water and finally take a walk every day.
- 5 So I think I've got two really good habits, erm. The first one is cycling, so I try and cycle every day for 15 minutes, either to the shops or, or to the office. And the second one is, is reading before bed, erm, I always read before bed and it, it helps me relax and, and have a good night's sleep.
- 6 What I really like is playing chess. It helps me to concentrate and make a good decision in real life.
- 7 A good habit that I have is that I try to go swimming every week, um, outside. So, I go swimming in a lake and, depending on the time of year, it can be really cold, but I've heard that cold-water swimming is really good for you.

### 2D: BBC Documentary

#### Exs 2A and 2B

If you are small, finding the right tree can mean a home for life. He's a Draco lizard. He's only the size of a pencil and he eats ants. This one tree could provide him with all he will ever need, a conveyor belt of food. It's a perfect place to settle down. Well, it would be, but there's already someone here. This larger male is the tree's owner and Dracos don't share. The owner's flag is a warning – trespassers won't be tolerated. The owner's not only intimidating, he's prepared to battle. A dead end. Safety is a long way away. Now he must choose – fight or flee. Only in the jungle do you find lizards that can soar like dragons. He can travel over 30 metres in a single leap. It's a very fast and efficient way to move through the jungle. Maybe this new tree will have food and no resident owner.

## UNIT 3

### Opener: BBC Vlogs

- 1 I'm a PhD student at Bilkent University. I work best in the library at the university because it's nice and quiet, and when I need books for my assignments I can find them easily.
- 2 I'm a university student. I don't like working in libraries. I prefer working in cafés because I like the background noise, and I can buy coffee and cake.
- 3 I prefer to work from home. I spend a lot of my time on video calls with my colleagues in overseas offices, and sometimes, actually a lot of the time, these calls happen at very short notice, and in the office it's really difficult to find a quiet space to make calls at short notice, so it's, it's much better for me just to be at home.



- 4 I way prefer working in the office than at home. I really enjoy having my friends from work and my colleagues around me – whether that's just to have a chat with a coffee or to talk about some important work, erm, it's a lot easier, and I find it a lot more of an interesting environment to be in.
- 5 I really prefer to work from home. I have everything here that I need, including a nice cup of my favourite coffee in the morning.
- 6 These days, I'm, I'm working from home. My favourite spot is the living room. I like it because it's spacious, erm, and it's good because I like to stretch out a bit and have short breaks in between tasks, and it has a nice view as well.
- 7 So, I prefer working from home. Um, I'm a writer, so I like waking up when I want to, switching my computer on when I prefer, and also getting the food and drink from the fridge when I want to, and it's a much more comfortable environment for me.

### 3D: BBC Street Interviews

#### Ex 2

- Dara: When I was growing up, I wanted to be a PE teacher.
- Monica: I wanted to be a lot of things. I think I wanted to be a doctor at some point, a lawyer as well, and ... an astronomer.
- Des: So I wanted to be a footballer who played for Chelsea.
- Tian: Erm, I think I wanted to be an actress.
- Eva: I wanted to be a fashion designer.
- Daniel: When I was four, I wanted to be an astronaut. Erm, then I wanted to be a doctor when I was about twelve.
- Sky: I wanted to be a movie star, so bad. I wanted to be on TV, and television, just red carpet, all of it. I wanted to be a movie star.
- Rohan: I always wanted to be an electrician, but more I wanted to be a musician. A reggae singer.
- Anais: I wanted to be a photographer because my dad got me into photography growing up, so it kind of just came from that, and I just really liked it.

#### Exs 3A and 3B

- Dara: Out of a teacher and a chef, I would rather be a teacher because I like children and I'm quite used to working with children, so I think that job would fit me quite well.
- Monica: An actor or a journalist. I'd rather be a journalist because I'm very interested, at, with what's happening with the world, um, and I love to learn what's happening in society and other countries, so I think that's what I would rather be the most.
- Des: I'd rather be an author, and I'd rather be an author than an engineer because, erm, I think I could reach more people by writing books and I could work from home.
- Tian: Farmer or a politician.
- Eva: I think I'd rather be a politician, no, wait, no, a farmer because I don't like arguing with people.
- Tian: I'd rather be a politician because I like arguing with people.
- Daniel: If I was to choose between being a teacher and a chef, I think I would prefer to be a chef, erm, probably because I do my own cooking and I really enjoy it. It's one of my hobbies. So I'd like to work in a kitchen sometime.
- Sky: I'd prefer to be a farmer 'cause I like being outside in nature, and I don't think I would be a very good politician.
- Rohan: Um, an author or an engineer. I'd definitely go for an author because I love stories and I would love to share a good story as well.
- Anais: I think I'd prefer to be a chef over a teacher. Erm, I think it would just be pretty cool to make some cool dishes. I don't think I'd really like to teach.

## UNIT 4

### Opener: BBC Vlogs

- 1 True stories are really interesting, but I prefer fiction. I like the challenge of having to read between the lines, and really trying to understand what the author's trying to say.
- 2 Erm, I read both I think. I read, er, non-fiction for work, which is most of my time, er, but when I go on holiday I love to read, erm, detective stories.

- 3 I prefer true stories over fiction. I prefer watching documentaries over films. My favourite subject at school was history.
- 4 I prefer reading fiction, er, particularly poetry, but I like watching documentaries.
- 5 I prefer reading non-fiction books, especially letters or memoirs. You can really learn a lot about the daily lives of famous people from these.
- 6 I like to read the news online, er, every evening, because I like to see what's going on in the world, and, er, I also like to read biographies; particularly about musicians and sportspeople, because I find them inspiring, and I like to find out more about their lives.
- 7 I think I probably prefer fiction. I just love being taken away to new worlds and, you know, growing with the characters and finding out what happens to them. Um, but I do read lots of non-fiction, and I do really enjoy documentaries as well.
- 8 When I was younger, I definitely preferred fiction – I used to love getting lost in stories – but, as I get older, I definitely prefer more true stories, especially historical stories or biographies of interesting or famous people.

### 4D: BBC Entertainment

#### Exs 2A and 2B

- Holly: Adam!
- Adam: Holly?
- Holly: Wow, that's ...
- Adam: Whoa, this is ... crazy!
- Holly: I know!
- Adam: Er, how long's it ... ?
- Holly: Oh, years. Seven years. Um, I thought you were living New Forest way?
- Adam: Yeah, I moved back a few months ago. Er, long story. You look good.
- Holly: So do you.
- Adam: Wow. God, I never thought I'd, er ... This is madness!
- Holly: Well, give me a hug!
- Adam: Oh, er. Ha ha! So, do you live round here, or ... ?
- Holly: Er, not far. I have an apartment.
- Adam: Right.
- Holly: You?
- Adam: Yeah. Er, bought a place. Nothing special. Cathedral Road?
- Holly: Nice. Where are you working?
- Adam: Porter Collins? For my sins.
- Holly: Still making a living out of others' misfortune?
- Adam: Hey, ever since I was a little boy, I said, 'When I grow up, I want to be an insurance loss adjuster'.
- Holly: Ha ha ha! Mm ...
- Adam: You?
- Holly: I'm a manager. This online sports place.
- Adam: Wow!
- Holly: Yeah, 150 staff.
- Adam: Amazing!
- Holly: I, er, can't complain. I mean, it's long hours, lot of responsibility, but, you know, I like it, I like managing people, you know, making sure I get the best out of my team.
- Adam: Um ... It's amazing bumping into you. We should ... catch up, or ...
- Holly: That would be great. ... If it's not weird for your wife? I mean, you know, ex-girlfriend alert.
- Adam: I'm sure she'll be fine, especially as we're separated and she lives with a guy called Zane.
- Holly: Shall we swap numbers?
- Adam: Great, yeah. Er, punch yours in here. I'll call you.
- Holly: I'll just ... um, make sure I've got yours. It ... minute ... There we go.
- Adam: Er, it's good to see you again.
- Holly: You too.

## UNIT 5

### Opener: BBC Vlogs

- 1 A few weeks ago, my dishwasher broke down, erm, and I realised it once the dishwasher was full, and it just would not work. So, I had to take everything out and wash everything by hand. It was very, very annoying.
- 2 Last week, we had a problem with our broadband connection. It kept dropping out, which was really frustrating when we were trying to watch television or when my son was gaming.
- 3 Before I left on vacation, I went to a car rental agency and I reserved a car. But when I got here, they told me there weren't any cars available. They had all been rented. Ugh!
- 4 Yes, I, I recently had a problem with the person who delivers, er, milk to my house, because sometimes he just doesn't deliver the milk, erm, and sometimes he leaves it in the wrong place. Erm, so yeah, I'm not going to use him anymore. I'm going to buy it from the shops.
- 5 The last time I had a problem with a product or a service was actually with these glasses. I had an eye test back in January, um, and they made up some new glasses for me, but for some reason they weren't right. So, I went back, had another eye test; again, they made some new glasses, they still weren't right, and this continued for months and months and months. It was really annoying.
- 6 I like to order food delivery online. It's so convenient! I usually don't have any problems, but last week I had a problem – my food didn't arrive. I can track where my food is on the app. I asked them to leave it by my doorway, it even showed me a picture of when it arrived. But, when I opened the door, my food wasn't there.

### 5D: BBC Street Interviews Exs 2A and 2B

- Dean: I always do the washing up myself because, er, I used to work in a café, in a restaurant, and, er, I, I know how to do it the best. And it annoys me when I see people do it wrong so I always make sure that I do it so that it's perfect every time.
- Imogen: Yeah, I mean I always do the dishes, er, and like the general kind of cleaning, we don't have a cleaner. Erm, I actually always cut my own hair. Yeah, find that a lot, er, cheaper.
- Rory: Er, I always try and sort of fix things that I've broken myself. So for example, when I was living at uni I broke the cupboards to my, in my kitchen, and I really didn't want to call a handyman to get it done, so I really tried to fix that myself.
- Eden: Oh, interesting. I always clean my own room, I make dinner on a Tuesday ... Uh, what else do I do? Think that's about it. Yeah.
- Jane: I always walk the dog 'cause no one else in the house will do it.
- Elpida: I do the housework myself. I don't pay a cleaner to do it.
- Sagar: Erm, I always try and do the DIY in the house, so I try and fix broken shelves and cupboards, erm, and I always try and fix my own car myself.
- Aisha: I do my grocery shopping by myself rather than getting it delivered.

### Exs 3B and 3C

- Dean: Um ... so we have a gardener, so we always get our grass cut for us. Um ... I'm too lazy to do it and he does the best job, so it's worth the money.
- Imogen: Erm, yeah I always have my car cleaned. Erm, ... I think that's probably it, yeah.
- Rory: Yeah, I, I always get my hair cut professionally, because I would not trust myself or anyone else to do it for me 'cause I want to look good.
- Eden: So, I get my food delivered, I get my hair coloured and I get my nails painted.
- Jane: We get our windows cleaned every month by a professional window cleaner.
- Elpida: Um ... I get a mechanic to check my car every year, to see if it's working properly, and pass the MOT test.
- Sagar: I would always have my hair cut by a professional. Um ... Yeah, that was it, yeah.
- Aisha: I'd get someone to colour my hair rather than do it myself.

## UNIT 6

### Opener: BBC Vlogs

- 1 My favourite city is Katowice in Poland. I really love that city. The architecture is just beautiful, and it's not too big, it's not very small. It's a very friendly city.
- 2 I would choose Rio de Janeiro in Brazil as my favourite city from the ones that, erm, that I know. It has magnificent energy, er, people are very friendly. You have the sea, you have the, the mountains, you have forests. Actually, you have the biggest forest in a city in the world – it's there. Er, it has football, it has music – it has samba. Erm, it's really the place to go and visit.
- 3 My favourite city is Valencia in Spain because I absolutely love Spanish culture, and I love the traditional and modern architecture.
- 4 My favourite city is Lisbon. It has wonderful architecture and amazing food, and it's so easy to get around.
- 5 My favourite city might be Istanbul. I love it because it is very beautiful, full of history, and it really is a point where East meets West.
- 6 My favourite city has got to be York, which is in the north of England. It's so old and has a very rich history. And it's beautiful in any season – spring, summer, autumn, winter – it doesn't matter. There's beauty everywhere.
- 7 My favourite city is Paris. I lived there for two years after I left university. And it is so beautiful, it's so human, it's so full of life, and it's definitely my second home now.

### 6D: BBC Documentary Exs 2A and 2B

- Reggie: Shenzhen, China's 'Miracle City'. This entire region used to be farmland and fishing villages, home to just 30,000 people. But in just four decades, it's become a teeming metropolis of over 12 million and the epicentre of China's tech revolution. They say if you want to see the future of the human race, you want to come here. But what draws people to this extraordinary city?
- Reggie: Hello.
- Reggie: Among Shenzhen's population are a growing number of expats – tech entrepreneurs who could work anywhere in the world, and they're choosing this city.
- Reggie: Hello. Hi, er, Reggie.
- Duncan: Hey, how's it going? Welcome to HAX.
- Reggie: Duncan? Nice to meet you.
- Reggie: Duncan is a Brit who essentially runs his own Dragons' Den.
- Reggie: What is it about China specifically over somewhere like the UK?
- Duncan: Right.
- Reggie: What's keeping you here?
- Duncan: It's just, like, the speed of change here. It's ... It's actually addictive, like, you realise, 'cause I go back to the UK fairly often, how things really haven't changed that much. Whereas here, you blink and everything's completely different.
- Reggie: Innovators from all over come here with their ideas. This team have created glasses that can talk to your ears. Tap 'em and they start telling you things – from what's in your diary to the weather. This company is making robots for car parks. And these two are seriously into their ping pong. The pace of change here is undeniable. So much so, it even has its own name: 'Shenzhen Speed'.
- Reggie: This monument ... You've got these years, er, on this monument which reference different years of importance clearly to the area, and '78, '79 is around about the time when things really started to change here in Shenzhen, and, erm, '82 is the year before I was born. So, you know, this is pretty much my lifetime. When you compare the changes in the area that I was raised in versus here ... I mean, in my lifetime, we've had some nice new roads laid, er, there's a shopping centre that's gone up. It's unbelievable.



## UNIT 7

### Opener: BBC Vlogs

- 1 I love words that sound a bit like what they mean, erm, like, er, 'lazy'. That's a good one, because it's got a 'zzz' in the middle, which is a kind of sleeping sound. So, 'lazy', mm, yeah, that's one of my favourites.
- 2 My favourite word is a Scottish word and it is 'wheesht', and it means 'be quiet'. And there's a variation of that, which is 'hold your wheesht', which means pretty much the same thing: 'hold your tongue', 'hold your silence'.
- 3 My favourite word in the English language might be 'petrichor', er, which is the smell of earth after it rains. I just think it's very nice.
- 4 I really like the word 'giggle', er, because it makes me smile and, erm, sometimes it makes me giggle, and it's good to laugh.
- 5 My favourite word is to 'groke'. It means to stare at people who are eating in the hope that they will give you some of their food.
- 6 One of my favourite words is a Japanese word, 'yosh', and it means 'OK' or 'all right'. And, let me give you an example: In English if I'm going to pick up something really heavy, I say 'OK, all right, I've got this'. But in Japanese, all you have to say is 'yosh!' It sounds great!
- 7 My favourite word is 'mangelwurzel' because it sounds funny. A mangelwurzel is a vegetable that grows underground like a potato. Erm, in the fields near my house there are a lot of mangelwurzel.

### 7D: BBC Street Interviews Exs 2A and 2B

- Zoe: I hope so. I think I'm quite friendly, so I feel like I can talk to people quite easily.
- Joshua: Yeah I think I'm good at communicating but there's, there's certain situations where I struggle a bit.
- Janine: Yes, I think so. With my line of business and work, I have to work with lots of people across lots of platforms and yes, that's definitely a key requirement.
- Monica: I think I am a good communicator. I may ha ... , make some mistakes with grammar since I'm from Spain, but I would like to think that people can understand what I'm saying.
- Pear: I would say I am a good communicator, if I'm having a good day, but if I'm having a bad day, I think my communication is lacking.
- Lily: I'd say I'm a good communicator but only through speaking. I'm not great at communication through writing. Does that make sense?
- Michael: Um, I could be a better communicator, is what I would say.
- Hannah: I think I'm quite a good communicator. I'm quite honest, so I feel like someone knows if they've done something wrong or if I like them.
- Yiannis: I believe that I am a good communicator. Um ... I do a lot of public speaking and debating, and I enjoy talking to people, so yes, I think I am a good communicator.
- Raihan: I do not think I'm a good communicator. I get shy when I speak to a large audience.

### Exs 3A and 3B

- Zoe: When there's conflict I try to stay out of it, definitely.
- Joshua: Yeah, er, so do I, and, erm, in large groups I find that quite difficult as well.
- Janine: I think online, generally, um, it's easier to work face to face with people. Um, I think it's more, um, creative.
- Monica: I think probably when I'm public speaking, I get a bit nervous, so I, I want to practise a lot before I do it, erm. But yeah, practice makes perfect.
- Pear: I think it can be difficult to communicate when I am feeling sad, because ... or angry, because I am busy thinking about myself, so I'm not thinking about how I'm coming across to other people.
- Michael: Um, communication I would say under pressure, that's, that's definitely um, when you're under pressure, choosing the right words can, can be difficult.
- Hannah: Um, I think if I'm angry I'll find it quite difficult to communicate. I can't find the words to explain why I'm angry.
- Yiannis: I have difficulty communicating with girls, 'cause it's very hard to talk to them sometimes.
- Raihan: So do I. Especially when I like them, it makes me all nervous.

## UNIT 8

### Opener: BBC Vlogs

- 1 It's actually a piece of advice that my husband was given by his boss. It's very simple and yet very important: er, good enough is good enough.
- 2 Don't go supermarket shopping when you're hungry because you will buy lots of food that you don't need, and you will probably buy snacks like chocolate and crisps.
- 3 The best advice I was given is to work hard, erm, always look after your health, er, try to join a gym, because health is wealth.
- 4 The best piece of advice I ever got was from my coach, who told me that you learn more from your mistakes than you do from your successes.
- 5 I think the best advice that I ever got was to get a dog. Erm, er, my dog is my best friend, and he has been for the last eleven years. Erm, I absolutely love him.
- 6 The best piece of advice that I've ever been given came from my mother. She told me to go and eat a banana when I can't sleep at night. It's brilliant! Works like magic!
- 7 The best piece of advice I've ever been given, er, was by a colleague of mine a few years ago when I was thinking about the next steps in my career. And at the time I was overthinking it and overanalysing it. And what my colleague told me at the time is to, to just follow my heart and see what feels good for me, what feels right for me. Er, and that's what I did. And it proved to be the right thing.

### 8D: BBC Entertainment

- Narrator: Next to face the Dragons is entrepreneur, Jacob Thundil, with his food and drink business. But will any of the Dragons want to invest?
- Jacob: Hello, Dragons. I'm Jacob Thundil, chief nut at Cocofina – the coconut experts. We produce coconut products to eat, drink and cook with. I was born in a place called Kerala, and Kerala means in Sanskrit, 'land of coconuts'. Cocofina was my destiny. As a young boy, I was fascinated with the amount of uses out of coconut and today I use coconut products every day. The market for coconut oil and coconut water alone in the US is worth around £750 million and, in the UK, £50 million pounds, and doubling annually. Our turnover figures over the last three years has been £1 million, £600,000 and £300,000. I'm offering 5% for £75,000. I would welcome you to try our products.
- Narrator: It's a confident pitch from Jacob Thundil, who's asking for £75,000 for a 5% share of his business. With a wide range of coconut products, from water and milk, to snack bars and oils, Jacob has a lot to offer. But will any of the Dragons be interested?
- Dragons: Thank you.
- Narrator: First up its Touker Suleyman who wants to know more about the business structure.
- Touker: Describe your organisation to me.
- Jacob: So, there's me and then there's a lady that started with me. Er, she's a 50% shareholder of the business.
- Peter: What's her name?
- Jacob: Er, Manisha.
- Nick: Can we meet her?
- Jacob: Yeah, sure. She's, er, she's downstairs.
- Narrator: Jacob's business partner, Manisha Solanki, is a little camera shy. But as she owns 50% of the business, the Dragons are keen to meet her.
- Dragons: Hello.
- Jacob: This is Manisha.
- Manisha: Hi Dragons.
- Nick: Manisha I apologise for dragging you out at, er, with no notice, but er, it's obvious that you're a very important part of this business. What I'd like to understand is how you divide the roles.
- Jacob: I'm sales, marketing, purchasing. Manisha is all operations, so logistics, all the deliveries, everything like that.
- Tim: Great.
- Manisha: So, basically, once he has made the sales, I take care of everything.

Narrator: The Dragons now have a clear understanding of the business. But will anyone make an offer?

Deborah: So, I'm going to make you an offer. And I'm going to offer you all of the money. I want 20% of the business. And I want 20% of the business because there is, a – obviously the contacts that I can bring, but I think the development side ... there's a little bit of work that needs to be done on that. But I think we are the team that can do it, so that's my offer to you.

Narrator: Deborah's sudden offer is a good start for Jacob and Manisha. But she wants 20% of their business – a lot more than they want to give away. Can online expert Nick Jenkins do any better??

Nick: Well, I think I might pitch in with an offer as well. I love the passion you have for the product. So, I'm going to match the offer. All of the money for 20%.

Narrator: Sarah Willingham, who owns several successful restaurants, is also interested.

Sarah: So, I'm going to match the offer. All of the money for 20% of the business.

Narrator: Jacob and Manisha now have the same offer from three of the Dragons. But Jacob has a question of his own.

Jacob: If we were to buy the shares back from you for double the money in three years' time, would you give up 10% back to us?

Narrator: Jacob wants the option to buy back 10% of the business when it starts making money. But will any of the Dragons accept?

Nick: I don't have a problem with that.

Narrator: Nick is happy to sell 10% of the business back to Jacob after one year. And Sarah is still interested, too.

Sarah: I would just want to add one thing, that I would very much be prepared to split it with another Dragon.

Nick: Sarah, would you be prepared to split it on the terms that I suggested?

Sarah: Yes, I would. I would be prepared to split it with Nick.

Nick: I think between the two of us, you get two for the price of one!

Jacob: I don't think we need to discuss further.

Nick: Right, OK.

Sarah: Brilliant.

Nick: Brilliant. Great.

Jacob: Thank you very much, sorry.

Sarah: Hug! Oh, brilliant.

Narrator: Jacob and Manisha have done it. They've given up 20% of their company but will be mentored by two Dragons.