

CORSEBOOK, p.79, PRACTICE: **Answer the questions**

1. What's the author's opinion on the risk involved in buying fine arts as an investment?
2. The market price for works of art is always accurate. T/F
3. Why do people buy art?
4. What prevents many people from investing into fine arts?
5. The owner of Van Gogh's "Portrait of Dr Gachet" made a fortune on his investment. T/F

WORKBOOK, p.39, LISTENING: **Listen to the recording for the second time and complete the gaps with the words or phrases you can hear**

S:...I'd like to welcome Steve Walker from Aston Reinvestment Trust - Steve is going to talk to us today about the high and low _____ (4w).

SW: Hello

S: So, perhaps you could tell us about ART.

SW: What ART does is provide loans at _____ (2w) to small businesses and social enterprises that have been unable to access finance from _____ (2w), such as banks, despite the facts that they have _____ (3w). The model we have put in place at ART has been widely adopted by other finance institutions throughout the country.

S: What would you say has been your best decision in your career at ART so far?

SW: I would say that the best decision I have made is to ask for advice when I've needed it.

We could not have _____ (7w) without seeking support and information along the way. Running your own business can very often be a _____ (2w). A lot of people worry that they might be looked upon as _____ (2w) if they ask for help. So, if I have a problem, I can _____ (4w).

S: Can you offer businesses here today any other advice for becoming successful?

SW: Always be open to new ideas and don't be afraid _____ (4w) outside of your _____ (1w). It gives you a different _____ (1w) and lets you see the problem from a _____ (2w), which I have found produces the best results.

S: What kind of companies does ART work with?

SW: All kinds of _____ (1w), often with some form of problem within their operation - they may be _____ (1w) or be experiencing problems _____ (6w) for their product, and this is where ART is different from a bank.

S: Could you explain what those differences are?

SW: Well, the bank is there to lend money, and make money for its _____ (1w). Our _____ (1w) is encourage enterprise to _____ (1w).

S: Have you made any bad decisions in your career?

SW: If I could go back and change any decision I've made to _____ (5w), it would be one I made during _____ (3w) of ART. I planned to have _____ (3w) printed up to market the service and let people know what ART was all about. I didn't receive a _____ (5w), and I thought to myself "how did we get that so wrong?"

S: What did you gain from this experience?

SW: This wasn't the correct way to _____ (5w) but I did learn from the experience. If I _____ (3w) from people _____ (2w) in this field than myself, I could have handled the situation a lot better.

S: Where do you think other businesses sometimes go wrong?

SW: I think the worst thing you can do is to _____ (3w) to new ideas and interpretations of a problem or idea. If you're not afraid to ask for help, or support, or advice, and you take that advice _____ (2w), then you will always produce a result that is...