UNIT

9

## Raising finance

'A bank is a place that will lend you money if you can prove that you don't need it.'
Bob Hope (1903–2003), American comedian

## OVERVIEW

VOCABULARY
Financial terms

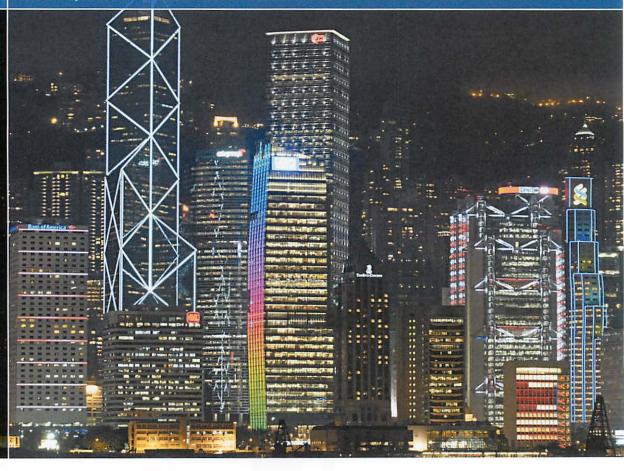
LISTENING
Ways to raise
money

READING Finding finance

LANGUAGE REVIEW
Dependent
prepositions

SKILLS Negotiating

CASE STUDY Last throw of the dice



## STARTING UP

- What are the advantages and disadvantages for a private individual of borrowing money from these sources?
  - 1 a bank
  - 2 a friend or colleague
  - 3 a loan shark

- 4 a member of your family
- 5 a pawnbroker
- 6 a credit-card company
- In what situations might someone use the sources of finance mentioned in Exercise A?

EXAMPLE: A loan shark if you have a poor credit rating

- What do you think these sayings mean? Do you agree with them?
  - Money talks.
  - 2 Don't put all your eggs in one basket.
  - 3 You have to speculate to accumulate.
  - 4 Don't throw good money after bad.
  - 5 Lend your money and lose a friend.
  - 6 Out of debt, out of danger.
  - 7 He who pays the piper calls the tune.
  - 8 Beggars can't be choosers.
- What would you like to raise money for, and how would you do it?