

2 Grammar, Vocabulary, and Pronunciation A

GRAMMAR

1 Complete the sentences with the present perfect simple or continuous form of the verbs in brackets.

Example: Have you ever had (you / ever / have) an operation?

- 1 Karen _____ (not post) much on Facebook recently.
- 2 I _____ (never / see) you wearing a tie!
- 3 We're exhausted because we _____ (garden) all day.
- 4 How many years _____ (your parents / have) this house?
- 5 How long _____ (you / learn) to drive?
- 6 This is the first time I _____ (hear) Lara sing. She's brilliant!
- 7 We _____ (know) Ed since we first came to Liverpool.
- 8 My internet connection _____ (go) on and off a lot today.

	8
--	---

2 Underline the correct word(s).

Example: In some towns there isn't enough entertainment for **young** / **young people**.

- 1 The **Chinese** / **Chineses** are buying more and more cars.
- 2 We need to do more as a society to take care of **elderly** / **the elderly**.
- 3 **The French** / **French** take a long time preparing their meals.
- 4 **Poor** / **The poor** seem to be suffering the most from government cuts.
- 5 The **Italian** / **Italians** have a reputation for stylish design.
- 6 Traffic lights often make sounds to help **the blinds** / **the blind** cross the road.

	6
--	---

3 Order the words to make sentences.

Example: steak / like / juicy / nice / feel / I / a / big
I feel like a nice big juicy steak.

- 1 brand / has / sports / orange / a / Jack / new / got / car / Italian
- 2 yesterday / horrible / hat / red / wearing / a / big / what / was / Celia / !
- 3 brother / gorgeous / had / linen / my / on / a / jacket / younger / new
- 4 little / found / stay / hotel / lovely / we / French / a / in / to
- 5 the / some / black / I / scarves / market / nice / at / bought / silk / very
- 6 little / was / on / wooden / hill / beautiful / there / old / a / the / house

	6
--	---

Grammar total	20
---------------	----

VOCABULARY

4 Complete the words in the sentences.

Example: Sally doesn't like sharing her friends. She's very **possessive**.

- 1 I keep dropping things – I seem to be very **c**_____ today.
- 2 Becky can change from happy to upset for no particular reason – she's very **m**_____.
- 3 Don't you want to do this walk? You seem very **un**_____.
- 4 I don't feel safe going out on my own. I feel very **v**_____.
- 5 Barry is so **s**_____. He won't change his mind, even when he's obviously wrong.
- 6 Sam seems very **w**_____. He obviously knows a lot about life.

	6
--	---

5 Underline the odd word out.

Example: bruise blister cough rash

- 1 sneeze cough headache sunburn
- 2 bacteria blister virus infection
- 3 earache dizzy faint pass out
- 4 flu a cold injection asthma
- 5 painkillers drugs medicine symptom
- 6 bleed wound diarrhoea bandage

	6
--	---

2 Grammar, Vocabulary, and Pronunciation A

6 Underline the correct word(s).

Example: I only like natural materials – I never wear nylon / linen.

- 1 I like that **checked** / **striped** jumper with the green and blue squares.
- 2 I need this shirt in a bigger size – it's too **loose** / **tight**.
- 3 That jacket is the perfect colour – it **suits** / **matches** those trousers.
- 4 You need some **lycra** / **velvet** shorts if you want to do some serious cycling.
- 5 If it's really hot tomorrow evening I'll wear my new **long-sleeved** / **sleeveless** dress.
- 6 We're going shopping in 15 minutes, so **get dressed** / **dress up**!
- 7 Lisa prefers **checked** / **plain** clothes without any pattern.
- 8 Those shoes really **go with** / **fit** your jeans.

	8
--	---

Vocabulary total		20
------------------	--	----

PRONUNCIATION

7 Match the words with the same sound.

hooded allergy ~~choking~~
cough loose diarrhoea

Example: clothes choking

- 1 injection _____
- 2 ear _____
- 3 off _____
- 4 boots _____
- 5 woollen _____

	5
--	---

8 Underline the stressed syllable.

Example: co|tton

- 1 poi|son|ing
- 2 head|ache
- 3 fa|shio|na|ble
- 4 car|di|gan
- 5 un|con|scious

	5
--	---

Pronunciation total		10
---------------------	--	----

Grammar, Vocabulary, and Pronunciation total		50
--	--	----

2 Reading and Writing **A**
READING

Read the article about an historical discovery about fashion. Five sentences have been removed. Which sentence (A–F) fits each gap (1–5)? There is one extra sentence you do not need to use.

Stone-age Mini Skirt Discovered

For more than 40 years, fashion experts have argued over the origins of the mini skirt. Some say British designer Mary Quant came up with the design in the 1960s. (— 1 —) And some experts even believe it made its first appearance in Hollywood ten years earlier.

But now archaeologists say the true origins of the mini skirt go back to the very beginning of civilization. They have uncovered evidence that Stone Age women were, in fact, wearing mini skirts more than 7,500 years ago. (— 2 —)

A series of stone statues wearing the prehistoric fashions were found at one of Europe's oldest known villages. (— 3 —) The findings in this ancient village push back the origins of fashion and art in Europe by hundreds of years, to a time when our ancestors were actually just learning about farming. 'According to the statues we found, young women were beautifully dressed, like today's girls,' said archaeologist Julka Kuzmanović-Cvetković.

The unnamed tribe of people lived between 5,400 and 4,700 BC in the 120-hectare site at what is now Plocnik in Serbia. Various things found at the site show us that they knew about trade, art, and how to sew. They celebrated beauty and produced 60 different forms of wonderful pottery and statues. (— 4 —) Women, it seems, have always paid attention to their appearance.

Little is known about the life of the people – known as the Vinca – who made the statues. The Vinca culture developed quickly between 5,500 and 4,000 BC in Bosnia, Serbia, Romania, and Macedonia. It got its name from the present-day village of Vinca on the Danube River near Belgrade where eight villages have been found.

The latest discoveries suggest these early farmers were more advanced than we think. The dead were buried in a tidy cemetery, houses had stoves, and there were special holes for rubbish. People slept on rugs and fur, made clothes of wool and leather, and kept animals. (— 5 —) This is clear because some of the things found include toys, such as animals and rattles of clay, and small, badly crafted pots apparently made by children at playtime. One of the most exciting finds for archaeologists was the discovery of a sophisticated metal workshop.

'This might prove that the Copper Age started in Europe at least 500 years earlier than we thought,' Dr Kuzmanović said.

The Copper Age represents the first use of tools by humans. It is thought to have started around 4,000 BC in south-east Europe, and earlier in the Middle East. The discovery of Europe's oldest underground mine at the nearby Mlava river suggested at the time that Vinca could be the first place in Europe to use metal, a theory which seems to be supported by the Plocnik site.

- A The trend at the time was to wear them with short tops and bracelets.
- B This community was situated between rivers, mountains, and forests in what is now southern Siberia.
- C It was first discovered in 1927.
- D It also seems that they were especially fond of children.
- E However, others point to Frenchman André Courrèges.
- F According to Dr Kuzmanović, these not only represent the things they respected, but also things they got enjoyment from.

Reading total	10
---------------	-----------

WRITING

Write an email to your friend telling him / her about a historic place of interest in your country.

Write 140–180 words. Include the following information:

- say how old the place is
- describe the place
- explain why you like / don't like the place

Writing total	10
---------------	-----------

Reading and Writing total	20
---------------------------	-----------

2 Listening and Speaking **A**

LISTENING

1 Listen to five young people talking about following fashion. Choose from the list (A–F) which problem each person mentions. Use the letters only once. There is one extra letter you do not need to use.

- A the cost of clothes
- B the range of fashions available
- C the time it takes for delivery
- D the lack of sizes available
- E clothes which are badly made
- F the colours available

- Speaker 1:
- Speaker 2:
- Speaker 3:
- Speaker 4:
- Speaker 5:

5

2 Listen to a young woman talking about setting up a fashion company and underline the correct answer.

- 1 Anna decided to set up an online fashion company selling **children's / women's / men's** clothes.
- 2 Anna used **money borrowed from her family / her own money / money borrowed from a friend** to set up her business.
- 3 Nowadays, Anna runs the company from **her bedroom / the garage / an office**.
- 4 The speaker says the main reason for Anna's success is because of **the people she knows in the fashion industry / the support she had from her family / the long hours she spent working**.
- 5 Anna's best piece of advice for someone who wants to go into business is to **get some experience / get a qualification / do some research**.

5

Listening total 10

SPEAKING

1 Make questions and ask your partner.

- 1 What kind / clothes / wear?
- 2 Is / important / well dressed? Why?
- 3 Where / buy / most / your clothes? Why?
- 4 What do / think / prices famous designers / charge / their clothes?
- 5 Do / recycle / old clothes? Why / Why not?

Now answer your partner's questions.

2 Listen to your partner talking about health. Do you agree with him / her?

3 Talk about the statement below, saying if you agree or disagree. Give reasons.

'We give too much importance to other people's appearance – personality is more important.'

Speaking total 20

Listening and Speaking total 30

2 Grammar, Vocabulary, and Pronunciation **B**

GRAMMAR

1 Underline the correct word(s).

Example: In some towns there isn't enough entertainment for **young** / **the young**.

- The **Italian** / **Italians** really enjoy their food.
- Poor** / **The poor** are getting poorer it seems to me.
- The **Chinese** / **Chineses** are travelling as tourists more and more.
- An **Irish** / **Irishman** walked into a bar and looked at the barman.
- If life expectancy increases, **elderly** / **the elderly** will become a majority.
- The French** / **French** are very enthusiastic about their films.

 6

2 Order the words to make sentences.

Example: steak / like / juicy / nice / feel / I / a / big
I feel like a nice big juicy steak.

- little / found / stay / hotel / lovely / we / French / a / in / to
- the / some / black / I / scarves / market / nice / at / bought / silk / very
- little / was / on / wooden / hill / beautiful / there / old / a / the / house
- yesterday / horrible / hat / what / was / red / wearing / a / big / Celia / !
- brother / gorgeous / had / linen / my / on / a / jacket / younger / new
- brand / has / sports / orange / a / Jack / new / got / car / Italian

 6

3 Complete the sentences with the present perfect simple or continuous form of the verbs in brackets.

Example: *Have you ever had* (you / ever / have) an operation?

- How long _____ (you / learn) to play the piano?
- I _____ (know) Judith since we met at university.
- This is the third time I _____ (hear) that excuse. I don't believe you!
- The light in my study _____ (go) on and off all evening.
- Jeff _____ (not post) on his blog very often in the last couple of months.
- I'm really tired because I _____ (garden) for my mother all morning.
- We _____ (just / notice) that you've got a new car!
- How many years _____ (your parents / have) this apartment?

 8

 Grammar total 20

VOCABULARY

4 Underline the correct word(s).

Example: I only like natural materials – I never wear **nylon** / **linen**.

- I'm going to get some **lycra** / **velvet** shorts for my cycling holiday.
- It's going to be warm tonight so I can wear my new **long-sleeved** / **sleeveless** top.
- The school bus will be here in twenty minutes – **get dressed** / **dress up**!
- Do you have this jacket in a bigger size – it's too **loose** / **tight**?
- That skirt is the perfect colour – it **suits** / **matches** that cardigan.
- I love your **checked** / **striped** shirt, the one with the pink and black squares.

 6

2 Grammar, Vocabulary, and Pronunciation B

5 Complete the words in the sentences.

Example: Sally doesn't like sharing her friends. She's very **p***ossessive*.

- 1 We don't feel safe in the city centre at night. We feel **v**_____.
- 2 Julia is very **w**_____. She's obviously learnt from all her experiences in life.
- 3 I don't enjoy going to new places – I'm just not a very **a**_____ person.
- 4 Sarah can be happy one moment and sad the next – she's incredibly **m**_____.
- 5 I keep walking into things – I'm so **c**_____ this morning.
- 6 Sophie is such a strong character. Compared to her I feel **w**_____.
- 7 Tony is so **s**_____. He doesn't change his mind, even if he knows he's wrong.
- 8 Are you sure you want to go on this picnic? You seem very **un**_____.

	8
--	---

6 Underline the odd word out.

Example: bruise blister cough rash

- 1 painkillers drugs medicine symptom
- 2 flu a cold injection asthma
- 3 sneeze cough headache sunburn
- 4 bleed wound diarrhoea bandage
- 5 bacteria blister virus infection
- 6 earache dizzy faint pass out

	6
--	---

Vocabulary total		20
------------------	--	----

PRONUNCIATION

7 Underline the stressed syllable.

Example: co|tton

- 1 fa|shio|na|ble
- 2 car|di|gan
- 3 un|con|scious
- 4 poi|son|ing
- 5 head|ache

	5
--	---

8 Match the words with the same sound.

hooded allergy ~~choking~~
cough loose diarrhoea

Example: clothes choking

- 1 **off** _____
- 2 **boots** _____
- 3 **woollen** _____
- 4 **injection** _____
- 5 **ear** _____

	5
--	---

Pronunciation total		10
---------------------	--	----

Grammar, Vocabulary, and Pronunciation total		50
--	--	----

2 Reading and Writing **B**

READING

Read the article about an historical discovery about fashion. Five sentences have been removed. Which sentence (A–F) fits each gap (1–5)? There is one extra sentence you do not need to use.

Fashion in the Stone Age

For more than 40 years, fashion experts have argued over the origins of the mini skirt. (— 1 —) However, others think it was a man from France called André Courrèges. And some experts even believe it made its first appearance in Hollywood 10 years earlier.

But now archaeologists say the true origins of the mini skirt go back to the very beginning of civilization. (— 2 —) The trend at the time was to wear them with short tops and bracelets.

(— 3 —) This is a community that's situated between rivers, mountains, and forests in what is now southern Siberia. The findings in this ancient village back the origins of fashion and art in Europe by hundreds of years, to a time when our ancestors were actually just learning about farming. 'According to the statues we found, young women were beautifully dressed, like today's girls,' said archaeologist Julka Kuzmanović-Cvetković.

The unnamed tribe of people lived between 5,400 and 4,700 BC in the 120-hectare site at what is now Plocnik in Serbia. Various things found at the site show us that they knew about trade, art, and how to sew. (— 4 —)

According to Dr Kuzmanović, these not only represent the things they respected, but also things they got enjoyment from. Women, it seems, have always paid attention to their appearance.

Little is known about the life of the people – known as the Vinca – who made the statues. The Vinca culture developed quickly between 5,500 and 4,000 BC in Bosnia, Serbia, Romania, and Macedonia. It got its name from the present-day village of Vinca on the Danube River near Belgrade where eight villages have been found.

The latest discoveries suggest these early farmers were more advanced than we think. The dead were buried in a tidy cemetery, houses had stoves, and there were special holes for rubbish. (— 5 —) It seems that they were especially fond of children. This is clear because some of the things found include toys, such as animals and rattles of clay, and small, badly crafted pots apparently made by children at playtime. One of the most exciting finds for archaeologists was the discovery of a sophisticated metal workshop.

'This might prove that the Copper Age started in Europe at least 500 years earlier than we thought,' Dr Kuzmanović said. The Copper Age represents the first use of tools by humans. It is thought to have started around 4,000 BC in south-east Europe, and earlier in the Middle East. The discovery of Europe's oldest underground mine at the nearby Mlava river suggested at the time that Vinca could be the first place in Europe to use metal, a theory which seems to be supported by the Plocnik site.

- A A series of stone statues wearing the prehistoric fashions were found at one of Europe's oldest known villages.
- B Some say British designer Mary Quant came up with the design in the 1960s.
- C It was first discovered in 1927.
- D People slept on rugs and fur, made clothes of wool and leather, and kept animals.
- E They celebrated beauty and produced 60 different forms of wonderful pottery and statues.
- F They have uncovered evidence that Stone Age women were, in fact, wearing them more than 7,500 years ago.

Reading total	10
---------------	----

WRITING

Write an email to your friend telling him / her about a historic place of interest in your country.

Write 140–180 words. Include the following information:

- say how old the place is
- describe the place
- explain why you like / don't like the place

Writing total	10
---------------	----

Reading and Writing total	20
---------------------------	----

2 Listening and Speaking **B**

LISTENING

1 Listen to five young people talking about following fashion. Choose from the list (A–F) which problem each person mentions. Use the letters only once. There is one extra letter you do not need to use.

- A the narrow range of sizes there is to choose from
- B the time it takes for delivery
- C the selection of clothes there is to choose from
- D items of clothing which are not well made
- E the price of fashion
- F the colours there are to choose from

- Speaker 1:
- Speaker 2:
- Speaker 3:
- Speaker 4:
- Speaker 5:

5

2 Listen to a young woman talking about setting up a fashion company and underline the correct answer.

- 1 The business that Anna set up sells **male / female / children's** fashions.
- 2 To get started in business, Anna used **money she had saved / money her family gave her / money a friend lent her**.
- 3 Anna worked from **her bedroom / the garage / an office** in the early days.
- 4 Anna's success is due to **the support she's had / her own hard work / people she knows**.
- 5 Anna suggests that the thing of most value to people who want to start a business is to **study business / get lots of information / get some experience**.

5

Listening total 10

SPEAKING

1 Answer your partner's questions.

Now make questions and ask your partner.

- 1 What / favourite / type / clothes?
- 2 Do / buy / clothes / online? Why / Why not?
- 3 Is / important / look / fashionable? Why?
- 4 Do / think / famous designers / charge / fair prices / their clothes? Why / Why not?
- 5 What / do / old clothes / don't wear anymore?

2 Talk about the statement below, saying if you agree or disagree. Give reasons.

'A positive attitude is the best way to stay healthy.'

3 Listen to your partner talking about the importance of clothes and appearance. Do you agree with him / her?

Speaking total 20

Listening and Speaking total 30

Grammar, Vocabulary, and Pronunciation**GRAMMAR**

- 1**
- 1 hasn't been posting
 - 2 've never seen
 - 3 've been gardening
 - 4 have your parents had
 - 5 have you been learning
 - 6 've heard
 - 7 've known
 - 8 has been going
- 2**
- 1 Chinese
 - 2 the elderly
 - 3 The French
 - 4 The poor
 - 5 Italians
 - 6 the blind
- 3**
- 1 Jack has got a brand new orange Italian sports car.
 - 2 What a horrible big red hat Celia was wearing yesterday!
 - 3 My younger brother had a gorgeous new linen jacket on.
 - 4 We found a lovely little French hotel to stay in.
 - 5 I bought some very nice black silk scarves at the market.
 - 6 There was a beautiful little old wooden house on the hill.

VOCABULARY

- 4**
- 1 clumsy
 - 2 moody
 - 3 unenthusiastic
 - 4 vulnerable
 - 5 stubborn
 - 6 wise
- 5**
- 1 sunburn
 - 2 blister
 - 3 earache
 - 4 injection
 - 5 symptom
 - 6 diarrhoea
- 6**
- 1 checked
 - 2 tight
 - 3 matches
 - 4 lycra
 - 5 sleeveless
 - 6 get dressed
 - 7 plain
 - 8 go with

PRONUNCIATION

- 7**
- 1 allergy
 - 2 diarrhoea
 - 3 cough
 - 4 loose
 - 5 hooded
- 8**
- 1 poi|son|ing
 - 2 head|ache
 - 3 fa|shio|na|ble
 - 4 car|di|gan
 - 5 un|con|scious

Reading and Writing**READING**

- 1**
- 1 E
 - 2 A
 - 3 B
 - 4 F
 - 5 D

WRITING

Student's own answers.

Task completion: The task is fully completed and the answer easy to understand. (4 marks)

Grammar: The student uses appropriate structures to achieve the task. Minor errors do not obscure the meaning. (3 marks)

Vocabulary: The student uses a sufficient range of words and phrases to communicate the message clearly. (3 marks)

Listening and Speaking

LISTENING

- 1 Speaker 1: B
Speaker 2: F
Speaker 3: D
Speaker 4: A
Speaker 5: E

- 2 1 children's
2 money borrowed from a friend
3 the garage
4 the long hours she spent working
5 get some experience

SPEAKING

Interactive communication and oral production:

The student communicates effectively with his / her partner, asking and answering simple questions, and where necessary initiating conversation, and responding. The student uses appropriate strategies to complete the task successfully. (10 marks)

Grammar and Vocabulary: The student uses a sufficient range of vocabulary and structure to communicate clearly. Minor occasional errors do not impede communication. (5 marks)

Pronunciation: The student's intonation, stress, and articulation of sounds make the message clear and comprehensible. (5 marks)

Grammar, Vocabulary, and Pronunciation**GRAMMAR**

- 1**
- 1 Italians
 - 2 The poor
 - 3 Chinese
 - 4 Irishman
 - 5 the elderly
 - 6 The French
- 2**
- 1 We found a lovely little French hotel to stay in.
 - 2 I bought some very nice black silk scarves at the market.
 - 3 There was a beautiful little old wooden house on the hill.
 - 4 What a horrible big red hat Celia was wearing yesterday!
 - 5 My younger brother had a gorgeous new linen jacket on.
 - 6 Jack has got a brand new orange Italian sports car.
- 3**
- 1 have you been learning
 - 2 've known
 - 3 've heard
 - 4 has been going
 - 5 hasn't been posting
 - 6 've been gardening
 - 7 've just noticed
 - 8 have your parents had

VOCABULARY

- 4**
- 1 lycra
 - 2 sleeveless
 - 3 get dressed
 - 4 tight
 - 5 matches
 - 6 checked
- 5**
- 1 vulnerable
 - 2 wise
 - 3 adventurous
 - 4 moody
 - 5 clumsy
 - 6 weak
 - 7 stubborn
 - 8 unenthusiastic / uninterested
- 6**
- 1 symptom
 - 2 injection
 - 3 sunburn
 - 4 diarrhoea
 - 5 blister
 - 6 earache

PRONUNCIATION

- 7**
- 1 fa|shio|na|ble
 - 2 car|di|gan
 - 3 un|con|scious
 - 4 poi|son|ing
 - 5 head|ache
- 8**
- 1 cough
 - 2 loose
 - 3 hooded
 - 4 allergy
 - 5 diarrhoea

Reading and Writing**READING**

- 1**
- 1 B
 - 2 F
 - 3 A
 - 4 E
 - 5 D

WRITING

Student's own answers.

Task completion: The task is fully completed and the answer easy to understand. (4 marks)

Grammar: The student uses appropriate structures to achieve the task. Minor errors do not obscure the meaning. (3 marks)

Vocabulary: The student uses a sufficient range of words and phrases to communicate the message clearly. (3 marks)

Listening and Speaking

LISTENING

- 1 Speaker 1: C
Speaker 2: F
Speaker 3: A
Speaker 4: E
Speaker 5: D
- 2 1 children's
2 money a friend lent her
3 her bedroom
4 her own hard work
5 get some experience

SPEAKING

Interactive communication and oral production:

The student communicates effectively with his / her partner, asking and answering simple questions, and where necessary initiating conversation, and responding. The student uses appropriate strategies to complete the task successfully. (10 marks)

Grammar and Vocabulary: The student uses a sufficient range of vocabulary and structure to communicate clearly. Minor occasional errors do not impede communication. (5 marks)

Pronunciation: The student's intonation, stress, and articulation of sounds make the message clear and comprehensible. (5 marks)

FILE 2

Listening 1

Speaker 1 Yeah, of course I like to look fashionable. Doesn't everyone? And it doesn't have to cost a lot if you're clever about it, but one thing that really annoys me is that the shops on the high street usually have the same clothes at the same time. That means customers don't exactly have a lot to pick from.

Speaker 2 Well not every colour works for me because of my skin colour, so I wish that the designers would think about that when they're planning their collections. What suits one person doesn't necessarily suit everyone! I like to wear well-made clothes too, so I don't mind spending a bit more on them.

Speaker 3 I spend most of my money on clothes, and I don't feel guilty about it at all! I wish that the designers would consider people like me a bit more though. I'm really tall and it's hard to find clothes that fit me properly. I suppose I'm lucky in that I can wear most colours well.

Speaker 4 I think most people my age want to look good and wear fashionable clothes. And it's not hard because the shops are always full of the latest trends. I mostly shop online and can even have something delivered the next day. I do a lot of shopping so that means that my bank account's not exactly in great shape. But, hopefully I'll find a cheaper way of staying fashionable.

Speaker 5 I love clothes and I always try to make sure that I've got the latest fashions. I buy most of my stuff in the local shops in town, just because that's easier for me. I don't spend a fortune on clothes, but it makes me mad when I get something and discover that it's poor quality.

FILE 2

Listening 2

So, you've decided to set up your own fashion company. My sister Anna started her own company a few years ago, so I can tell you what I've learned through watching her and hearing about her problems. Well I won't tell you that this is an easy job, because it's not.

There are several things you have to consider carefully if you want to be successful from the very beginning. You need to think about what kind of clothes you want to sell. Men's or women's? Both? Children's? What you decide at this stage will make a big difference further down the line, so it's important to make the right decision. Most people say that it's best to stick to selling just one thing and really thinking about it long and hard, in the end, my sister went for kid's clothes.

Obviously you'll need money to set the whole thing up and to get going. Many people use their own savings to begin with, but they usually find that they need much more than that. And that's where family comes in useful, you know – for lending money for some time without charging interest on it. Neither of these were an option for Anna, but she was very lucky to have a close family friend who offered to lend her the money to get started.

The business started off very small, and it took her some time to build up her customers. So she didn't need a lot of space to begin with. I mean, there was no need to rent an office or anything like that. In the early days, though, she just used her own bedroom! Actually, she still works from the garage at our house because it's not used for anything else.

She's doing really well now, and we're all so proud of her. It certainly wasn't easy for her, but we all helped out with anything we could. We packed boxes and prepared labels, or went to the post office for her. All of that helped of course, but I've no doubt that the main reason for her success is the amount of hard work she put in – she worked all day every day and hardly took a break. She also had quite a few contacts from the days when she worked for a large fashion store, and they were definitely very useful.

I was also thinking about starting up some kind of business myself, though I'm not sure exactly what kind of thing I want to do yet. Anna's given me lots of advice. She said I should do a lot of research to begin with, you know – about the product I want to sell, and other companies selling the same thing. She also said that the most important thing was to get a bit of business experience. I'm doing a course at my local college at the moment, and through that I hope I'll be able to go and spend time with some companies for a few weeks – like a placement. And, of course, that'll give me a qualification. After that, we'll see. Who knows? I might have my own company someday soon too.