

The Millionaire with a Secret

Jeff Pearce was a successful businessman – but he had a secret: he couldn't read or write.

His name isn't really Jeff. His mother changed it because he could never spell his real name, James, and she thought Jeff was easier.

Pearce was born in Liverpool in the 1950s, in a very poor family. At school, all the teachers thought he was stupid because he couldn't learn to read or write – at that time, not many people knew about dyslexia. But there was something that he was good at: selling things. Pearce's first experience as a salesman was when he was a boy, and he and his mother used to go door-to-door asking for old clothes that they could sell in the market. He instinctively knew what people wanted, and it soon seemed that he could make money from anything. His mother always believed in him and told him that one day he would be successful and famous.

In 1983, when he already owned a small boutique, he decided to invest £750 in leather trousers, and to sell them very cheaply in his shop. 'It was a bit of a gamble, to tell you the truth,' he says. But Liverpool loved it, and there were photos of shoppers sleeping in the street outside the boutique on the front page of the local newspaper. The first day the trousers went on sale, the shop took £ 25000. Jeff became a millionaire , but later he lost most of his money in the recession of the Nineties. He was almost 40, and he was broke again. He even had to go back to selling clothes in the market. But he never gave up, and soon he set up with a new business, a department store, called Jeff's, which again made him a millionaire.

However, success didn't mean anything to Jeff because he still couldn't read or write. Even his two daughters did not realize that their father couldn't read. When one of them asked him to read her a bedtime story he went downstairs and cried because he felt so ashamed. At work he calculated figures in his head, while his wife Gina wrote all the cheques and read contracts.

In 1992 Pearce was awarded a Businessman of the Year prize for the best clothes store in Liverpool. It was at this moment that he told his friends and colleagues the truth, and decided to write a book about his experience. But first he had to learn to read and write. He went to evening classes, and employed a private teacher, but he found it very difficult because of his dyslexia. Finally,

with the help of a ghost-writer, his autobiography, A Pocketful of Holes and Dreams, was published, and became a best-seller. Recently, he was woken in the middle of the night by someone knocking on his front door. It was his daughter to whom he hadn't been able to read a bedtime story all those years earlier. She had come to tell him that she had just read his book. 'Dad, I'm so proud of you, ' she said – and burst into tears in his arms.

1. Read the article about a millionaire. How did he become so rich? Why is his success surprising? How did he make his daughter proud of him?

2. Now read the article again and number the events in the order in which they happened.

- ___ A He became a millionaire again.
- ___ B He learnt to read and write.
- ___ C He lost all his money.
- ___ D He sold old clothes in the market.
- ___ E He opened a department store.
- ___ F He won an important prize.
- ___ G He opened a small clothes shop.
- ___ H He became a millionaire.
- ___ I He sold clothes in the market again.
- ___ J He wrote his autobiography.
- ___ K His shop was on the front page of a newspaper.

3. Look at the underlined words and phrases related to money and business. With a partner, try to work out the meaning from the context.

4. Complete the questions with one of the underlined words and phrases.

- a. When was the last _____ in your country?
How long did it last (has it lasted)?
- b. Do you know anybody who works as a _____?
What does he (she) sell? Does he (she) enjoy his (her) job?
- c. If you were completely _____, who would you ask to lend you some money?
- d. Have you ever bought something the first day it _____?
What?
- e. Do you know anybody who has _____ on their own? Is it successful?

Present Perfect and Past Simple

present perfect simple : have/has + past participle

1. Past experiences

I've been to London, but I haven't been to Oxford.

Have you ever lost your credit card?

Sally has never met Bill's ex-wife.

2. recent past actions

I've cut my finger!

Too late! Our train has just left!

3. with yet and already (for emphasis)

I've already seen this film twice. Can't we watch another one?

My brother hasn't found a new job yet. He's still looking.

Have you finished your homework yet? No, not yet.

1. We use the present perfect for past experiences, when we don't say exactly when they happened.

We often use never and ever when we ask or talk about past experiences. They go before the main verb.

2. We use the present perfect for recent past actions, often with just.

just goes before the main verb.

3. We also use the present perfect with yet and already. already is used in + sentences and goes before the main verb.

yet is used with – sentences and ?. It goes at the end of the phrases.

past simple

They got married last year.

What time did you wake up this morning?

I didn't have time to do my homework.

Use the past simple for finished past actions (when we say, ask, or know when they happened).

present perfect or past simple?

I've been to Madrid twice. (=in my life up to now)

I went there in 1998 and 2002.(= on two specific occasions)

I've bought a new computer.(= I don't say exactly when, where, etc.)

I bought it last Saturday. (= I say when)

Use the present perfect (NOT the past simple) to talk about past experiences and recent past actions when we don't specify a time.

Use the past simple (NOT the present perfect) to ask or talk about finished actions in the past, when the time is mentioned or understood. We often use a past time expression, e.g. yesterday, last week, etc.

Complete the mini dialogues with the present perfect form of the verb in brackets and an adverb from the list. You can use the adverbs more than once.

already- ever- just – never – yet

A. Why are you smiling?

B. I've just found a £ 50 note! (find)

1. A. _____ you _____ a flight online? (book)

B. Yes, of course. I 've done it loads of times.

2. A. When are you going to buy a motorbike?

B. Soon. I _____ nearly £ 1000. (save)

3. A. _____ you _____ the electricity bill _____? (pay)

B. No, sorry. I forgot.

4. A. _____ your parents _____ you money? (lend)

B. Yes, but I paid it back as soon as I could.

5. A. How does eBay work?

B. I don't know. I _____ it. (use)

6. A. What are you celebrating?

B. We _____ a prize in the lottery! (win)

7. A. Why haven't you got any money?

B. I _____ my salary. I bought a new tablet last week. (spend)

8. A. Would you like a coffee?

B. No, thanks. I _____ one. (have)

Right or wrong? Tick ✓ or cross × the sentences. Correct the wrong sentences.

I've never been in debt. ✓

How much has your new camera cost? ×

How much did your new camera cost?

1. Dean has just inherited £ 5000 from a relative.

2. Did your sister pay you back yet?

3. We booked our holiday online a month ago.

4. When have you bought that leather jacket?

5. They've finished paying back the loan last month.

6. We haven't paid the gas bill yet.

7. Have you ever wasted a lot of money on something?

8. I'm sure I haven't borrowed any money from you last week.

9. I spent my salary really quickly last month.

10. Have you seen the Batman film on TV yesterday?

Read the conversation and put the verbs in the present perfect or the past simple.

David I 1 _____ (see) those shoes before. Are they new?

Kate Yes. I 2 _____ (just buy) them. Do you like them?

David They are OK. How much 3 _____ they _____ (cost)?

Kate Oh, not much. They 4 _____ (be) a bargain. Under £100.

David You mean £99.99. That's not cheap for a pair of shoes. Anyway, we can't afford to buy new clothes at the moment.

Kate Why not?

David 5 _____ you _____ (see) this?

Kate No. What is it?

David The phone bill. It 6 _____ (arrive) this morning. And we 7 _____ (not pay) the electricity bill yet.

Kate Well, what about the iPad you 8 _____ (buy) last week?

David What about it?

Kate You 9 _____ (not need) a new one. The old one 10 _____ (work) perfectly well.

David But I 11 _____ (need) the new model.

Kate Well, I 12 _____ (need) some new shoes.

Complete the sentences with a verb from the list.

be worth - borrow - can't afford - charge - cost - earn - ~~inherit~~ - invest - lend - owe - raise - save - waste

1. My uncle is going to leave me £ 2000.

I'm going to *inherit* £ 2000.

2. I put some money aside every week for a holiday.

I _____ money every week.

3. My brother has promised to give me £ 50 until the next week.

He has promised to _____ me £50.

4. I need to ask my mum to give me £ 20 until Friday.

I need to _____ £20 from my mum.

5. I often spend money on stupid things.

I often _____ money.

6. I don't have enough money to buy that car.

I _____ to buy that car.

7. I usually have to pay the mechanic £100 to service my car.

The mechanic _____ me £100.

8. These shoes are quite expensive. They are € 200.

They _____ € 200.

9. Jim gave me € 100. I haven't paid it back yet.

I _____ Jim € 100.

10. I want to put money in a bank account. They'll give me 5 % interest.

I want to _____ some money.

11. I work in a supermarket. They pay me £1000 a month.

I _____ £ 1000 a month.

12. I could sell my house for about \$ 200000.

My house _____ about \$ 200000.

13. We need to get people to give money to build a new hospital.

We want to _____ money for the new hospital.

Match the nouns and definitions.

bill - cash machine - coin - loan - mortgage - ~~note~~ - salary - tax

1. note a piece of paper money

2. _____ a piece of money made of metal

3. _____ a piece of paper which shows how much money you have to pay for something

4. _____ the money you get for the work you do

5. _____ money that you pay to the government

6. _____ money that somebody (or a bank) lends you
7. _____ money that a bank lends you to buy a house
8. _____ a machine where you can get money

Complete the sentences with prepositions from the list.

back by for(x2) from in(x2) into on to

1. Would you like to pay _____ cash or _____ credit card?
2. I paid _____ the dinner last night. It was my birthday.
3. I spend £ 50 _____ books yesterday.
4. My uncle invested all his money _____ property.
5. I don't like lending money _____ friends.
6. I borrowed a lot of money _____ the bank.
7. They charged us £60 _____ a bottle of wine.
8. I can only lend you the money if you pay me _____ next week.
9. I never get _____ debt. I hate owing people money.