

4 Introducing the business

Eva: Hi there, I see you're wearing a HarperCollins badge ... um ... so do you work for them too?

John: Yes, yeah, I'm in the London office.

Eva: Oh ... that's cool, that's nice to meet you. Um ... by any chance – do you know – do you know a John in the sales office?

John: I don't know him personally, no, no but I ... I – I know of him – do ... um ... how long have you been ... with the company?

Eva: Uh ... just ... uh ... a couple of months now but I'm based in the US office ...