

Sales Pitch

(Demonstration by the Teacher of the Max SD Tens machine)

After doing the guessing game on vocabulary for scientific ads you explain the oral exercise to the class.

The assignment for the students is to give a sales pitch for a device of their choice using as many of the expressions of the vocabulary exercise as possible. They may "invent" a device and make up imaginary features, if they so wish. Students can prepare outside of class, but most are capable of finding an object they have with them (a pencil, pen, eraser, watch) and imagining it is some kind of revolutionary, high tech device. And they can prepare in class and give a quick, half-spontaneous performance after 15-20 minutes of preparation. The students will make it sound like a real "sales pitch", if you, in your demonstration as below, use a dramatic tone of voice and sound like an ad on television!

Teacher demonstration speech

Do you suffer from muscle ache, backache, headaches, and toothaches? Do you want **instant** pain relief? Are you longing for a **reliable, safe, rugged, user-friendly device**, which is not only "state of the art" but moreover **cost effective**.

Let me **upgrade** your knowledge on a **much improved version** of the Tens machine. A new means of relieving pain. Our Max SD, which **provides the answer to your utmost requirements** and **is already available on the market**.

Let me explain to you all the **features** of this **outstanding** device. It can be worn under your clothes. It is small in **size, thin, lightweight, and battery operated**.

It has a **removable** cover, which makes it possible for you to **have easy access to the display** panel, which is **readable** even for our senior citizens. You can choose your cycle (as with a washing machine). You can adjust the intensity, **switching** from a **low** intensity current to a high intensity current.

To use it you simply **plug in** the wires like this, stick the electrodes onto the nerve ends of the painful area of the body. They are adhesive like *Post It Notes*. (*Show prop*)

There is a **wide range** of possibilities and the Max SD comes with a complete, very easy to follow operating manual. Moreover, the energy **consumption** is low. It is a **versatile** device that can be used **wherever** you wish except underwater or in a bathtub.

Why suffer needlessly when you can **take advantage of** our "**state of the art**" advanced technology? If you're not satisfied with this product, you will get your money back.

Call our toll free 800 - number 800 000 001! Call now for a free ten-day home trial. Call now and get a special leather case free. Call now and you'll never suffer again!

Thank you.