

TOEIC 900 Business English Lesson:

Lesson 23: Investor Meeting – Quarterly Results Presentation

Role-Play Dialogue Text (Approx. 10 minutes):

CFO: Good morning. Today, I will present our quarterly results to our investors.

Investor: Good morning. Can you explain the key factors that influenced our performance this quarter?

CFO: Certainly. I believe we should focus on our cost-cutting measures and revenue growth. If we continue these initiatives, then we could see even better results next quarter.

Investor: That's encouraging. What specific areas contributed to the revenue increase?

CFO: I propose that we highlight our successful marketing campaigns and new product launches. This approach might provide a clear picture of our progress.

Investor: Excellent. I look forward to reviewing the detailed report.

CFO: Thank you. I'm confident that our performance will be beneficial for our future investments.

Comprehension Questions and Sample Answers (Approx. 5 minutes):

1. **Q:** What is the main focus of the presentation?

A: The presentation focuses on the quarterly results and the factors affecting performance.

2. **Q:** How is the conditional sentence used?

A: "If we continue these initiatives, then we could see even better results next quarter."

3. **Q:** Which modal verbs are used in the dialogue?

A: "Should" and "could/might" (e.g., "we should focus" and "this approach might provide").

4. **Q:** What is proposed as key contributors to revenue growth?

A: Successful marketing campaigns and new product launches.

Teacher's Lesson Points (Concise Version):

- **Prep:** Focus on vocabulary (quarterly, revenue, cost-cutting, marketing, investment).
 - **Intro (2–3 min):** Discuss the role of quarterly reviews with investors.
 - **Reading & Analysis (10 min):** Student reads dialogue aloud; focus on persuasive presentation language.
 - **Comprehension (5 min):** Ask questions; provide feedback.
 - **Role-Play:** Teacher as Investor, student as CFO.
 - **Wrap-Up (2–3 min):** Summarize key points; assign homework (prepare a brief quarterly report presentation using modal verbs and conditionals).
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