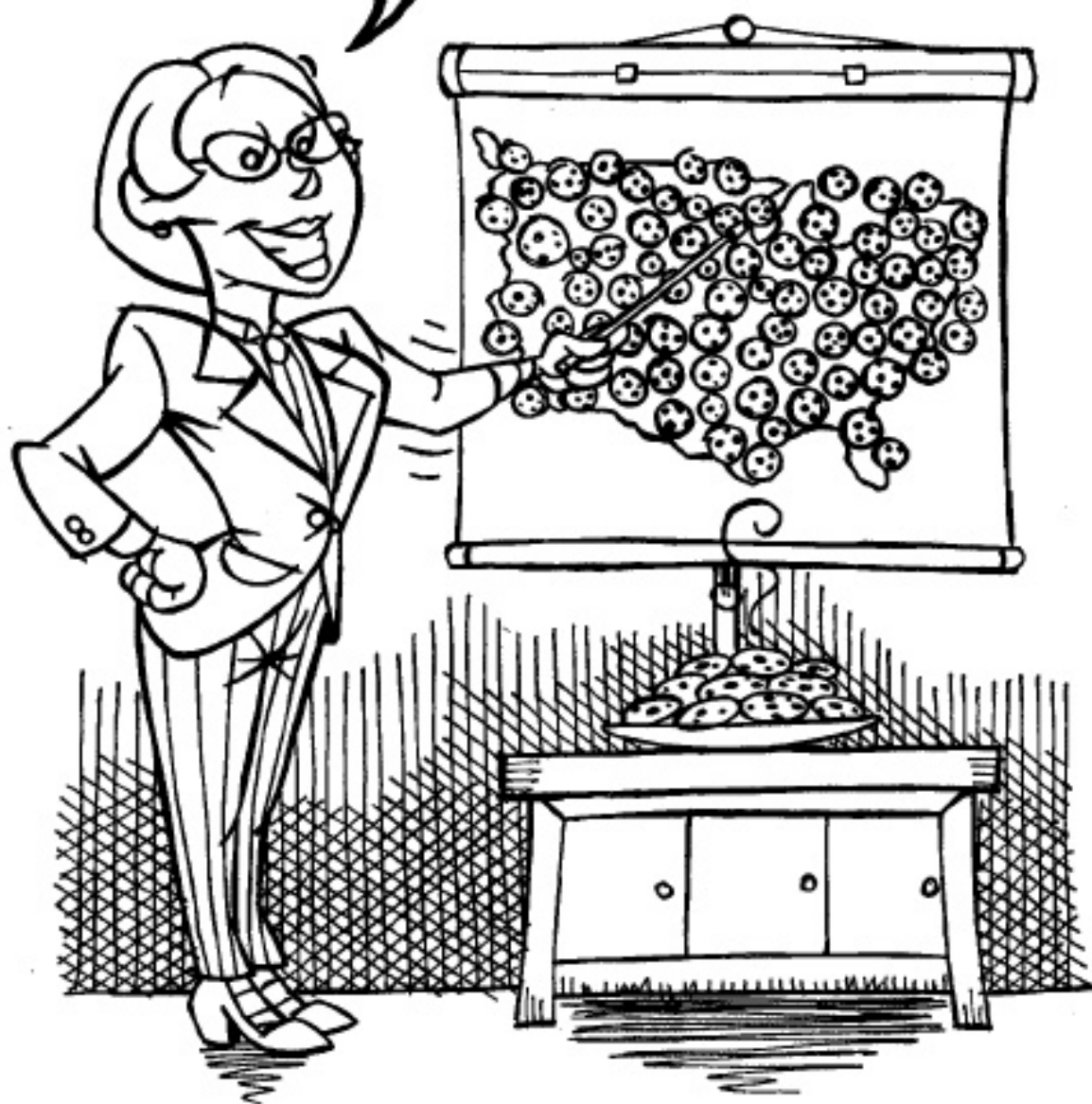


**We'd like to  
sell your cookies all  
over the country.**



## LESSON 21

# SUSAN GETS A SURPRISE CALL

*Donna from the National Cookie Company calls Susan. She wants to buy out Susan's Scrumptious Cookies. Susan is very happy.*

*Susan:* Hello?

*Donna:* Good afternoon. Are you Susan, of Susan's Scrumptious Cookies?

*Susan:* Yes, I am.

*Donna:* My name is Donna Jenkins, and I'm calling from the National Cookie Company. We're **nuts about** your cookies, and we'd like to sell them **all over** the country.

*Susan:* Unfortunately, we're running **on a shoestring** out of our kitchen. We can't make enough cookies for you.

*Donna:* My company wants to buy the recipe and the brand name from you.

*Susan:* Oh yeah? Why would you want to do that?

*Donna:* We have a successful **track record** of buying small companies and turning them into big ones.

*Susan:* **In that case**, I'm sure we can **come to an agreement**.

*Donna:* Great. You just **made my day!**

*Susan:* You'll need to **work out** the **nuts and bolts** of the agreement with my husband. He's the business manager.

*Donna:* May I speak with him now?

*Susan:* He's at a meeting. I'll have him get **in touch with** you when he returns.

*Donna:* Good. I **look forward to** speaking with him.



## IDIOMS – LESSON 21

**all over** – throughout; everywhere

EXAMPLE 1: Nicole's classmates are from **all over** the world, including Argentina, Brazil, China, Japan, Korea, Poland, and Ukraine.

EXAMPLE 2: Oh no! I got ketchup **all over** my white sweater.

**(to) come to an agreement** – to reach an agreement

EXAMPLE 1: If we can **come to an agreement** now, I can start work on Monday.

EXAMPLE 2: If you're not willing to negotiate, it's going to be very difficult for us to **come to an agreement**.

**in that case** – under that circumstance

EXAMPLE 1: It's snowing? **In that case**, you'd better take the bus to school today instead of driving.

EXAMPLE 2: You forgot your wallet at home today? **In that case**, you can borrow five bucks from me for lunch.

**(to be or to get) in touch with (someone)** – to be *or* to get in contact with (someone)

EXAMPLE 1: I was surprised when Luis called me, since we hadn't been **in touch with each other** since high school.

EXAMPLE 2: Leave me your contact information in case I need to **get in touch with you** while you're on vacation.

**(to) look forward to** – to anticipate eagerly

EXAMPLE 1: I'm **looking forward to** my trip to Mexico next month.

EXAMPLE 2: Ron has worked as a high school teacher for over 40 years. He's really **looking forward to** retiring next year.

**(to) make one's day** – to give one great satisfaction

EXAMPLE 1: Our neighbors with the crazy dogs are moving away? That really **makes my day!**

EXAMPLE 2: Thanks for bringing over those cookies last week. That **made my day!**

**(to be) nuts about** – *see Lesson 14*

**nuts and bolts** – details; basic components of something

EXAMPLE 1: I don't need to know the **nuts and bolts** of how the computer works — just show me how to turn it on.

EXAMPLE 2: Simon really understands the **nuts and bolts** of how toilets work. He would be a very good plumber.

**on a shoestring** – on a very low budget

EXAMPLE 1: Bob and Susan were living **on a shoestring** after Bob lost his job.

EXAMPLE 2: In the beginning, the Hewlett-Packard company ran **on a shoestring** out of a garage.

**track record** – a record of achievements or performances

EXAMPLE 1: The women's basketball team at the University of Connecticut has an excellent **track record**.

EXAMPLE 2: We've spoken to your past employers, so we know you've got an excellent **track record**.

**(to) work out** – to find a solution; to resolve

EXAMPLE 1: Nicole spent half the night helping Ted **work out** a very difficult chemistry problem.

EXAMPLE 2: Sally couldn't **work out** her problems with her neighbors, so she finally decided to move away.

NOTE: "Work out" has several other meanings, including:

1. succeed; prove effective. This plan won't **work out** — you'll need to go back to the drawing board and work out a new plan.
2. endure; last. Tony and Angela argue all the time. I don't think their marriage will **work out**.
3. exercise. After **working out** at the gym for two hours, Scott could barely walk.

## PRACTICE THE IDIOMS

**Fill in the blank with the appropriate word:**

- 1) There's a handsome exchange student from Sweden at Nicole's school this year. Nicole is nuts \_\_\_\_ him.  
a) with                      b) into                      c) about
- 2) Susan and Bob were able to come \_\_\_\_ an agreement with the representative from the National Cookie Company.  
a) from                      b) with                      c) to
- 3) When somebody has a successful track \_\_\_\_, it's usually easy for them to find a new job.  
a) record                      b) history                      c) past
- 4) Let's have dinner on Saturday night. I'll get in touch \_\_\_\_ you later to choose a restaurant.  
a) from                      b) by                      c) with
- 5) Susan doesn't have a lot of money. In fact, she's running her business \_\_\_\_ a shoestring.  
a) with                      b) on                      c) in
- 6) You can find Starbucks coffee houses all \_\_\_\_ the country, from New York to California.  
a) over                      b) above                      c) within
- 7) Bob hasn't been on vacation in years. He's really looking \_\_\_\_ to his trip to Maine.  
a) above                      b) forward                      c) ahead
- 8) Ted's teacher helped him work \_\_\_\_ a study schedule.  
a) out                      b) in                      c) through

*ANSWERS TO LESSON 21, p. 166*