

金融英语口语辅导：WTO英语900句12 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/285/2021_2022__E9_87_91_E8_9E_8D_E8_8B_B1_E8_c92_285278.htm Do you mean to say that if we entrust you with the agency, you will sell \$1,000,000 each year? 你的意思是说如果我们指定你们为代理，你将每年销售100万美元？ I couldn't have said it any better. But we expect a 10% commission, of course. 就是这个意思。当然我们要求10%的佣金。 commission: [C, U] payment to sb for selling goods which increases with the quantity of goods sold 佣金；回扣；酬劳金：* You get (a) 10% commission on everything you sell. 你可从售出的每种货物中得到10%佣金。 * earn 2000 (in) commission 挣得2000英镑酬劳金 * She is working for us on commission, ie is not paid a salary. 她按挣回扣方式为我们工作（没有薪水）。 Our agents in other areas usually get a 5-7% commission. 我们给其它地区代理的佣金通常是5-7%。 But your product is still new to our market, and we need to do a lot of work and spend a lot of money on sales promotion. 但我们市场对你们产品仍然不太了解，我们在推销过程中需要做很多工作，花很多钱。 A 10% commission won't leave us much. 10%的佣金剩不下多少。 As you know, we are a well-established firm in the line of textiles, and we enjoy good relations with all the wholesalers, chain stores and distributors in Canada. 你知道，我公司在纺织业有良好的信誉，跟加拿大所有的批发商、连锁商店和分销商都保持很好的关系。 line: [sing] department of activity; type of business 活动的范围；行业：* He's something in the

`banking line. 他在银行工作。 * Her line is more selling than production. 她搞销售而不搞生产。 * Thats not (much in) my line , ie not one of my skills or interests. 那我可不 (大) 在行。 Youll find it most worthwhile if you appoint us as your sole agent. 如果指定我们为你们的独家代理 , 你们会觉得特别值。 Thank you for your intention to help promote the sales of our products , and we are quite satisfied with your performance in the last two years. 感谢你们推销我方产品的意愿 , 对你们过去两年的表现我们也非常满意。 But honestly , an annual sales volume of \$500 , 000 does not justify a sole agency agreement. 但说实在的 , 50万美元的年销售量并不证明你们能胜任独家代理的工作。 If we are granted the sole agency , we can assure you that well double the turnover. 如果我们得到独家代理权 , 我们保证销售量可翻一番。 Ive come to talk about an agency agreement. 我是来谈代理协议的。 What do you have in mind ? 你们有什么想法 ? Ever since your product entered our market two years ago , it has shown a great market potential. 你们产品自从两年以前进入我们市场以来 , 显示出了很大的潜力。 potential : n [U] ~ (for sth) possibility of being developed or used 潜在性 ; 可能性 : *She recognized the potential for error in the method being used. 她意识到在所采用的方法中可能出错。 * He studied the German market to find the potential there for profitable investment. 他对德国的市场进行了研究以寻求投资获利的可能性。 But you can do even better if you develop some kind of sales network there. 但如果你们能在那儿开发出某种销售网络 , 将会卖得更好。 To tell you the truth , I was just thinking of that. 说实话我也正在考

虑这事。 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com