

**HOW TO BE A SUCCESSFULB USINESSPERSON**

Have you ever wondered why some people are successful in business and others are not? Here's a story about one successful businessperson. He started out washing dishes and today he owns 168 restaurants.

Zubair Kazi was born in Bhatkal, a small town in southwest India. His dream was to be an airplane pilot, and when he was 16 years old, he learned to fly a small plane. At the age of 23 and with just a little money in his pocket, Mr. Kazi moved to the United States. He hoped to get a job in the airplane industry in California. Instead, he ended up workings for a company that rented cars.

While Mr. Kazi was working at the car rental company, he frequently ate at a nearby C restaurant. To save money on food, he decided to get a job with KFC. For two months, he worked as a cook's assistant. His job was to clean the kitchen and help the cook. "I didn't like it," Mr. Kazi says, "but I always did the best I could."

One day, Mr. Kazi's two co-workers failed to come to work. That day, Mr. Kazi did the work of all three people in the kitchen. This really impressed the owners of the restaurant. A few months later, the owners needed a manager for a new restaurant. They gave the job to Mr. Kazi. He worked hard as the manager and soon the restaurant was making a profit.

A few years later, Mr. Kazi heard about a restaurant that was losing money. The restaurant was dirty inside and the food was terrible -greasy and undercooked. Mr. Kazi borrowed money from a bank and bought the restaurant. For the first six months, Mr. Kazi worked in the restaurant from 8 a.m. to 10 p.m., seven days a week. He and his wife cleaned up the restaurant, remodeled the front of the building, and improved the cooking. They also tried hard to please the customers. If someone had to wait more than ten minutes for their food, Mrs. Kazi gave them a free soda. Before long the restaurant was making a profit.

A year later, Mr. Kazi sold his restaurant for a profit. With the money he earned, he bought three more restaurants that were losing money. Again, he cleaned them up, improved the food, and retrained the employees. Before long these restaurants were making a profit, too. Today Mr. Kazi owns 168 restaurarts, but he isn't planning to stop there. He's looking for more poorly managed restaurants to buy. "I love it when I go to buy a restaurant and find it's a mess," Mt. Kazi says. "The only way it can go is up."

wondered = asked yourself

started out =egan his career

he ended up working = after much effort, he got a job

to save money on food = to spend less money on food

did the best I could did the best job I could; worked as hard as I could

failed to come = didn't come

impressed the owners = made the owners think well of him

making a profit = earning more money than it was spending

greasy = with lots of oil ;oily

remodeled = fixed and painted

Before long = after a short amount of time

the only way it can go is up= it can only get better

Sequences of events. Number these events in Mr. Kazi life from the first to 9 (the last).

1. He Learned to fly airplane
2. He moved to the United States.
3. He got a job at a car rental company
4. He got a job as a cook's helper.
5. He became the manager of a restaurant.
6. He bought his first restaurant.
7. He sold his first restaurant at a profit.
8. He bought three more restaurants.
9. He bought his 168ft restaurant.

Read the statements below and check true or false.

1 . Mr. Kazi moved to the United States because he wanted to be a restaurant manager. False

2. He got a job in a restaurant because he wanted to save money on food. True

3. His first restaurant job was as a cook's helper. True

4. Mr. Kazi enjoyed working as a cook's helper. False

5. To buy his first restaurant, Mr. Kazi borrowed money from his family. False

6. Mr. Kazi was married while he owned his first restaurant. True

7. The first restaurant Mr. Kazi bought was a mess. True

8. Mr. Kazi lost money when he sold his first restaurant. False

Choose an adjective that describes Mr. Kazi and complete the sentence below

1. I think Mr. Kazi is successful because he made a profit with his restaurants.
2. I think Mr. Kazi is smart because he made a profit with his restaurants.
3. I think Mr. Kazi is hard working because he worked 7 days a week.
4. I think Mr. Kazi is kind because he tried to please his customers.
5. I think Mr. Kazi is hard working because he did the work of three people at KFC.
6. I think Mr. Kazi i,s a smart person because he made a profit with his restaurants.

What inferencesc you make about Mr.Kazi from the information below? Circle the best answer.

1. One day Mr. Kazi's two co-workers didn't come to work. That day, Mr. Kazi did the work of three people. From this information, you

can say that. . .

a. Mr. Kazi probably worked very hard that day.

b. Mr. Kazi is probably a tall man.

c. Mr. Kazi probably didn't know his co-workers very well.

1. Mr. Kazi sold his first three restaurants for more money than he paid for them. From this information, you can say that . . .

a. Mr. Kazi is a good businessman.

b. Mr. Kazi is an honest man.

c. Mr. Kazi became a millionaire when he sold the restaurants.

What can you infer about Mr Kazi from each statement below?

Write your ideas.

1. Mr. Kazi started with very little money, but he now owns 168 restaurants.

You can infer that Mr. Kazi is very rich man.

2. Mr.Kazi had very little money when he came to the United States.

You can infer that he was very poor man.

3. When the owners needed the manager for their new restaurant, they gave the job to Mr. Kazi.

You can infer that Mr. Kazi is very hard working.

Choose the correct form of the word in parentheses to complete each sentence.

1. (succeed/ successful/ successfully)

Mr. Kazi is a successful manager of 168 restaurants.

Mr.Kazi manages 168 restaurants successfully.

1. (rent / rented / rental)

For a while, Mr. Kazi worked at a car rental company.

For a while, Mr. Kazi worked at a company that rented cars.

1. (manager / managed / managerial)

Mr. Kazi was the manager of a KFC restaurant.

Mr. Kazi managed a KFC restaurant.

1. (impression / impressed / impressive)

Mr. Kazi's work impressed his employers.

Mr. Kazi's work made an impression on his employers.

1. (profit / profited / profitable)

Mr. Kazi made a profit from the sale of each restaurant.

Mr. Kazi profited from the sale of each restaurant.

Choose a verb from the box to complete each sentence.

|  |
| --- |
| To pleas, to improve, to buy, to fly, to save, to find, to give, to come |

1. When Mr.Kazi was 16. he learned to fly an airplane.
2. When he came to the United States, he hoped to find a job in the airline industry.
3. To save money on food, Mr.Kazi got a job at a restaurant.
4. One day his co-workers failed to come to work.
5. The owners of restaurants decided to give Mr. Kazi the manager’s job.
6. To improve their first restaurants, Mr. Kazi and his wife remodeled the front of the building and made the food better.
7. Mr.Kazi tried hard to please the customers in his restaurant.
8. Mr.Kazi is planning to buy more restaurants.