

18. SPF product explanation

SPF 商品の説明

Script

A: Next, I'm going to apply a sunscreen with SPF20 and PA++.

B: Ok. What's the difference between SPF and PA?

A: SPF stands for Sun Protection Factor. It's the measurement of UVB protection. The SPF number represents the length of time you can stay out in the sun without burning. PA stands for Protection grade of UVA. It's Japanese measurement of UVA protection. The number of "+" represents the strength of protection level.

B: So, what about SPF20? How long can I stay out in the sun without burning?

A: Let's say, you would normally start to burn in 20 min. In that case, SPF20 allows you to stay out in the sun 20 times longer, which is 400 min.

Phrase & Vocabulary

stand for~

Sun Protection Factor

protection

length of~

protection grade of UVA

burn

allow

measurement of~

represent

stay out

strength of~



19. About brush care

ブラシケアのアドバイス

Script

A: How often do you clean your brushes?

B: I've never cleaned them.

A: It's very important to keep brushes clean because they might cause skin problems by growth of bacteria.

B: Can I use soap to clean them?

A: I would recommend you to use a brush cleanser rather than soap, because soap might damage the brushes.

B: I see. How often should I clean them?

A: At least once a month.

Phrase & Vocabulary

keep~clean

growth of bacteria

damage

at least

cause

recommend

How often~?

once a month



20. Recommendation before the season change

季節変わりとおすすめ

Script

A: Did you change your skin care products for autumn?

B: No, I use the same ones all year round.

A: I would recommend you to check if you're using the right products for your skin every time the season changes, because your skin condition changes, too.

B: I see, then, could you tell me which items I should change?

A: Sure. I would recommend you change your moisturizer to the one for dry skin, and use an exfoliator, because your skin is getting dry and rough.

Phrase & Vocabulary

autumn

recommend

skin condition

rough

all year round

every time~

exfoliator



21. How to explain GWP effectively

景品を効果的に使って

Script

A: Thank you for buying three skincare products today. If you buy one more product to reach 10,000 yen, you can have this pretty makeup pouch as a gift for this month.

B: It's cute. But I don't want to buy more because of the pouch.

A: How about buying the foundation that you usually use? Aren't you running out of your foundation?

B: OK. What is the pouch made of?

A: It's made of PVC, meaning it's OK if it gets wet. If the pouch gets stained with cosmetics, you can wash it.

Vocabulary

GWP

pouch

made of

gets wet

reach 10,000 yen

running out

PVC

stained



22. Free sample distribution

無償サンプルの配布

Script

A: Please take a free sample of our new serum!

B: Do I get a sample even if I don't buy anything?

A: Yes! If you fill in this simple questionnaire, I will explain how to use the serum.

B: Do I have to include my personal information?

A: Please write your name and mail address. Our company's privacy policy is written here. Please take this. After washing your face, put this serum on the back of your hand, and apply tiny dots to your concerned areas, using the tip of your finger. One sample is for a single use.

B: Thank you. I'll try it. If I like it, I'll come back to buy the serum.

Vocabulary

free sample

fill in

personal information

put

tiny dots

single use

serum

questionnaire

privacy policy

apply

concerned areas



23. Cashier Credit card

お会計 クレジットカード

Script

A: Your total is 12,600 yen. How would you like to pay?

B: Do you accept debit card?

A: I'm sorry, but we don't accept debit cards. We accept only Visa and Master credit cards.

B: Ok, then I'll pay by Visa credit card.

A: Thank you. Could you punch in your pin number?

B: Here you go.

A: Thank you. May I have your signature here?

Phrase & Vocabulary

accept
punch in
signature

pay by credit card
pin number



24. Cashier Pay by cash

お会計 まとめて現金

Script

A: Are these for you?

B: This is for me and those are for a gift.

A: Would you like to pay together or separately?

B: Together please.

A: I'm sorry, but your credit card has been declined.
Do you have any other card you could use?

B: No, I don't. I'll pay in cash.

A: Thank you. Here is your change and receipt.

Phrase & Vocabulary

separately

decline

pay in cash

change

