

## When Harry met Sally!

Read this short interview abstract and then have a go at coding this short piece.

- **Sally** – Hello I am sally and I want to ask you how you set about finding new customers for your business?
- **Harry** – Hello Sally OK well that's a tricky one. I haven't really thought about it before too much. I guess it is instinctive. You see I have always been entrepreneurial and I like meeting lots of people so I guess I seek out opportunities where I can find likeminded people to learn what it is they would like from a website. I tend to go to lots of trade shows where I bump into people looking at other people's offerings and get talking over coffee and give them my card if I can be of help. I suppose in a way I'm hijacking someone elses customers but it doesn't cost me much and it has been very effective. Some people might think this is a little unconventional but believe me it works.
- **Sally** – yes I can see how it might. Do you think it slightly more than unconventional – some might say it is stealing customers away from others.
- **Harry** – I suppose it is in a way but hey all's fair in love, war and business. I don't look at it as stealing I prefer to call it entrepreneurial.