

**ENGLISH: HINDI****Dialogue****Domain:** Financial**Gender of English speaker:** Male**Gender of LOTE speaker:** Female**Scenario:**

This dialogue takes place between Mr Wilson, a loan manager at a Sydney Bank and a client who has made an appointment to see him. The client wants to purchase a property and is enquiring about how to apply for a loan.

**The dialogue begins now:**

No.	Speakers	Segments	Words
1	ENGLISH	Hello, my name is Justin Wilson. I understand you are booked in with me today to discuss a loan, is that right?	22
2	HINDI	हाँ, बिल्कुल सही। आखिरकार—अन्त में मुझे अच्छी कीमत का एक एपार्टमेंट मिल गया है और मैं इसे खरीदने के बारे में सोच रही हूँ, इसलिए मैं कुछ सवाल पूछना चाहती हूँ।	
Translation		Yes, that's right. I finally found an apartment for a decent price and I'm thinking of buying it, so I have a few questions.	24
3	ENGLISH	You've come to the right place. How can I help?	10
4	HINDI	मैं जानना चाहती हूँ कि इसके लिए उधार कैसे मिल सकता है, ब्याज की दर क्या है और कितना डिपॉजिट देने की ज़रूरत होगी।	
Translation		I would like to know how to obtain financing, what is the interest rate and how much deposit is needed.	20
5	ENGLISH	I can certainly assist you with all that. How about we start by talking about the property you are interested in?	21
6	HINDI	हाँ, बिल्कुल ठीक।	
Translation		Yes, perfect.	2
7	ENGLISH	What caught your eye in this property? And how much is it valued at?	14
8	HINDI	यह एक बहुत छोटा-सा दो बेडरूम का एपार्टमेंट है। हाल ही में इसके फर्श में सुधार किया गया है और ये बहुत अच्छी जगह पर है, मुझे जो कुछ भी चाहिए, सब पास में ही है।	
Translation		It is a very small two-bedroom apartment. The floor has been recently renovated and the location is great, near everything I need.	23
9	ENGLISH	Fantastic. Do you have the financial details for the property, such as the price and rates?	16
10	HINDI	रियल एस्टेट एजेंसी वाली महिला ने कहा कि मकान-मालिक \$6,00,000 से ऊपर के ऑफर ले कीमत देने वालों से ही बात कर रहा है। मेरे प्लान मेरी योजना की तुलना में	

		यह थोड़ा-सा ज़्यादा है, लेकिन एपार्टमेंट तो बहुत ही अच्छा है।	
Translation		The lady from the real estate agency said the owner is accepting offers above \$600,000. It is a little over what I had planned, but it is a great find.	33
11	ENGLISH	Certainly. We need to work out if you have enough savings for the deposit and whether you can borrow the rest.	21
12	HINDI	और इस एपार्टमेंट के लिए डिपॉजिट कितना देना होगा?	
Translation		And how much would the deposit for this property be?	10
13	ENGLISH	You need at least 10% of the total value, plus enough to cover other rates and expenses.	18
14	HINDI	ठीक है, मैंने भी इतना ही सोचा था। डिपॉजिट की राशि और फीस फ्रीस कवर देने के लिए मेरे पास अभी 70,000 डॉलर हैं। क्या बैंक मुझे बाकी की रकम उधार दे देगा?	
Translation		Ok, that is what I figured. I already have \$70,000 saved to cover the deposit and fees. Will the bank lend me the rest?	26
15	ENGLISH	Let's use our loan calculator to work out how much you can borrow. I need to ask you some personal questions in order to assess your income.	27
16	HINDI	बिल्कुल सही। मैं अपने सभी कागज़ इकट्ठा इकट्ठे करके आज अपने साथ लाई हूँ ताकि इस काम को हम तुरंत शुरू कर सकें।	
Translation		Of course. I gathered all my documents and brought them with me today so that we can get started straight away.	21

**End of Dialogue****Dialogue - Word Count**

Language	Total number of words	Number of segments with 20 or less words	Number of segments with 21-35 words	Number of segments with less than 10 words
ENGLISH	149	4	4	0
HINDI	159	3	5	1
Total	308	7	9	1