

Talking Business - Being a Tattoo Artist In China

Mandarin Corner

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Dàjiā hǎo! Huānyíng láidào Mandarin Corner zhī Talking Business, wǒ shì Eileen.

大家好！欢迎来到Mandarin Corner之Talking Business，我是Eileen。

Hi, everyone! Welcome to Mandarin Corner's "Talking Business" series, I am Eileen.

2

Zài Zhōngguó, rénmen hěn zìrán de huì bǎ wénshēn gēn hēishèhuì, fànzui fēnzǐ děng fùmiàn de dōngxì liánxì zàiyīqǐ.

在中国，人们很自然地会把纹身跟黑社会、犯罪分子等负面的东西联系在一起。

In China, people will naturally associate tattoos with negative things, such as mafia, gangsters and other criminals.

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Ér yǒu wénshēn de rén yě cháng huì bèi tiē shàng huàirén de biāoqiān,

而有纹身的人也常会被贴上坏人的标签,

And people who have tattoos will often be labeled as bad people.

4

shènzhì zài zhǎo gōngzuò shí yě kěnéng huì yīncǐ ér zāodào jùjué.

甚至在找工作时也可能因此而遭到拒绝。

They might even be rejected when looking for a job because of this.

5

Nà zài zhèyàng yī gè duì wénshēn jiēshòu dù bìngbù hěn gāo de guójiā,

那在这样一个对纹身接受度并不很高的国家,

So in a country where tattoos are not widely accepted,

6

kāi yī jiā wénshēn diàn shì shénmeyàng de tǐyàn ne?

开一家纹身店是什么样的体验呢?

how does it feel to run a tattoo shop?

7

Nà jīntiān wǒmen jiù yào qù bàifǎng yī wèi wénshēn diàn de lǎobǎn,

那今天我们就要去拜访一位纹身店的老板,

Today we will visit a tattoo shop owner,

8

ràng tā lái gēn wǒmen fēnxiǎng yīxià Zhōngguó wénshēn hángyè de zhīshi yǐjí tā chuàngyè de jīnglì.

让他来跟我们分享一下中国纹身行业的知识以及他创业的经历。

and have him share with us his experience and knowledge of the Chinese tattoo business.

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Tāmen yǒu ménlíng.

他们有门铃。

They have a doorbell.

10

Nǐhǎo! Lái, lǐmiàn qǐng!

你好！来，里面请！

Hello! Come on in!

11

Néng bùnéng dài wǒ cānguān yīxià nǐmen de diàn?

能不能带我参观一下你们的店？

Can you give me a tour of your shop?

12

Hǎo, méiwèntí.

好，没问题。

Sure, no problem!

13

Lǐmiàn qǐng, zhè lǐmiàn shì wǒmen yī gè kèrén de xiūxi qū.

里面请，这里面是我们一个客人的休息区。

Come in. Here is the waiting area for customers.

14

Jiùshì kèrén zài zhèlǐ děngdài de shíhou?

就是客人在这里等待的时候？

So this is an area for customers when they need to wait?

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15

Duì, kèrén yǒudeshíhòu gōutōng a,

对，客人有的时候沟通啊，

Right! Sometimes we sit here and talk with our customers

16

huòzhě tā de péngyou zài zhèlǐ děng tā wénshēn de shíhou huì zuò zài zhèlǐ xiūxi.

或者他的朋友在这里等他纹身的时候会坐在这里休息。

or sometimes the customer's friends will wait here.

17

Wa! Hǎo dà yī gè píngmù a!

哇！好大一个屏幕啊！

Wow! What a big screen!

18

Duì, yīnwèi yǒudeshíhòu wénshēn shì yī gè hěn màncháng de shíjiān,

对，因为有的时候纹身是一个很漫长的时间，

Yeah! Getting a tattoo can take a long time.

19

hěn duō kèhù tā huì xuǎnzé zài zhèlǐ xiūxi.

很多客户他会选择在这里休息。

Many customers prefer resting here.

20

Nà tā de péngyou huì zài zhèr kàn yīxià diànyǐng a, zōngyìjìemù a, huòzhě shì qítā xǐhuan kàn de dōngxi.

那他的朋友会在这儿看一下电影啊，综艺节目啊，或者是其它喜欢看的東西。

Their friends will also sit here and watch movies, shows, or other things they like watching.

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21

Zhèlǐ shì wǒmen de yī gè huìhuà qū.

这里是我们的一个绘画区。

Here is our design area.

22

Jiù wǒmen jīngcháng gěi kèrén huà de tú'àn, shèjì de gǎozi, dōu huì zài zhèlǐ.

就我们经常给客人画的图案，设计的稿子，都会在这里。

All the patterns we design for our customers are done here.

23

Ránhòu wǒmen de xuéyuán yě huì zài zhèlǐ měitiān huàhuàr.

然后我们的学员也会在这里每天画画儿。

Our apprentices will also use this area to practice drawing everyday.

24

Xuéyuán yǒudeshíhòu huì zuò zài nàbian qù, yǒu yī gè huàhuàr de dìfang.

学员有的时候会坐在那边去，有一个画画儿的地方。

Sometimes they will sit over there since it also has a drawing area.

25

Jiùshì huàhuàr de dìfang shì zhè yī gè, hái yǒu nàge dìfang.

就是画画儿的地方是这一个，还有那个地方。

So areas for drawing are here and there.

26

Duì duì! Ránhòu zhèlǐ zhǔyào shì wǒmen...

对对！然后这里主要是我们...

Right! So here is mainly an area

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zài zhèlǐ gōutōng, shèjì, xuǎn tú'àn a, dōu huì zài zhèlǐ.

在这里沟通，设计，选图案啊，都会在这里。

for communicating with customers, designing patterns and having them select patterns.

28

Ránhòu zhè liǎng gè fángjiān zhǔyào jiùshì gōngzuò de.

然后这两个房间主要就是工作的。

These two rooms are used for tattooing.

29

Dìyī gè ānjìng, guānshàng mén yǐhòu hěn ānjìng.

第一个安静，关上门以后很安静。

One advantage of these rooms is that they are very quiet when the doors are closed.

30

Dì'èr gè yǐnsī, yǒudeshíhòu tā huì lùchū yīxiē bùwèi a,

第二个隐私，有的时候他会露出一些部位啊，

The other advantage is that when the customers need to reveal private body parts,

31

tā kěyǐ lā shàng liánzi.

他可以拉上帘子。

they can close the curtains for privacy.

32

Zhège bèijǐng hǎo zhuānyè a!

这个背景好专业啊！

This background is so professional!

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33

Rúguǒ píngshí fàng zài zhèlǐ yě bùshì hěn hǎokàn, suǒyǐ bǎ tā juǎn qilai.

如果平时放在这里也不是很好看，所以把它卷起来。

We usually roll it up, because it doesn't look too good like this.

34

Zhège shì yòng lái pāizhào de?

这个是用来拍照的？

Is this for taking photos?

35

Duì! Zhèr yǒu gè dēng.

对！这儿有个灯。

Yes! There is a light.

36

Wa, bùcuò o!

哇，不错哦！

Wow! It looks great!

37

Zhèlǐ yǒu gè dēng wǒ huì píngshí fàng zài zhèlǐ.

这里有个灯我会平时放在这里。

I usually leave this light here.

38

Suǒyǐ nǐmen měicì de zuòpǐn dōu huì shèyǐng, pāi xiàlai?

所以你们每次的作品都会摄影，拍下来？

So you photograph every work you've done, right?

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39

Yīnwèi yǒu hěnduō rén tāmen...

因为有很多人他们...

Because many people...

40

jiùshì tóngxíng tā bùhuì qù pāi zìjǐ de tú'àn, huòzhě shì tā yòng biérén de tú'àn.

就是同行他不会去拍自己的图案，或者是他用别人的图案。

I meant competitors, don't photograph their own work or they just copy other tattoo artist's patterns.

41

Nà wǒmen yǒu yī gè tǒngyī zìjǐ de bèijǐng.

那我们有一个统一自己的背景。

So our photos have our own unique background.

42

Dōu shì hēisè de?

都是黑色的？

All black?

43

Duì, ránhòu kèrén yě gǎnjué dào hěnyǒu tǐyàn gǎn, zhèyàng

对，然后客人也感觉到很有体验感，这样

Yeah. It also gives customers a better impression.

44

Bǐjiào zhuānyè

比较专业

It feels very professional.

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45

Duì duì, zhèyàng dehuà...

对对，这样的话...

Right! This way...

46

Qíshí yòng shǒujī pāi hé xiàngjī, tā de xiànguǒ chàbùduō.

其实用手机拍和相机，它的效果差不多。

Actually, taking a photo with a phone or a camera is almost the same.

47

Dànshì gěi kèrén de gǎnjué, tā huì gǎnjué hěn shūfu. Zhèyàng

但是给客人的感觉，他会感觉很舒服。这样

But using a camera will make a customer feel that it's more professional.

48

Shì, duì!

是，对！

Right!

49

Qíshí zhèxiē tú'àn suísuí biànbàn dōu yǒu hěn duō de yīxiē yìyì hé xiǎngfǎ.

其实这些图案随随便便都有很多的一些意义和想法。

All the patterns here have some kind of meaning or thinking behind them.

50

Bǐrú shuō wén zhège gǒu gǒu de.

比如说纹这个狗狗的。

For example, the person who got this dog.

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51

En, zhège gǒu

嗯，这个狗

Hmm, this dog

52

Zhège gǒu gǒu yīnwèi yǎng le liù nián de yī gè jīn máo quǎn diūshī le,

这个狗狗因为养了六年的一个金毛犬丢失了，

This is a golden retriever that got lost after being with the owner for six years.

53

ránhòu zhǔrén hěn shāngxīn, lái lìyòng tā de zhège tú'àn, tā de zhàopiàn lái zuò yī gè jìniàn.

然后主人很伤心，来利用它的这个图案，它的照片来做一个纪念。

She was very upset. So she got the dog's photo on her body to remember him.

54

Ránhòu hái yǒu zhège, zhège shì...

然后还有这个，这个是...

And this one, this is...

55

Xiǎomāo? | Duì

小猫? | 对

A little cat? | Yeah

56

Zhège shì yīduì shuāngbāotāi de jiěmèi, ránhòu tāmen shì (zài) ào zhōu liú xué.

这个是一对双胞胎的姐妹，然后她们是（在）澳洲留学。

They're twin sisters (who own this cat), and they went to Australia to study.

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Zhège māo māo jiù liúgěi le tāmen de jiějie lái yǎng.

这个猫猫就留给了她们的姐姐来养。

They left this cat with their older sister.

58

Ránhòu tā jiù guòlái jìniàn le yī gè xiǎomāo, zhè shì pā zài tāmen jiā lóutī shàng.

然后她就过来纪念了一个小猫，这是趴在她们家楼梯上。

So one of them came here to get a tattoo of this cat. The cat was lying on their stairs.

59

Wa! Hǎoxiàng o, dōu hǎo zhēn a! | Duì

哇！好像哦，都好真啊！ | 对

Wow! They look so real! | Hmm...

60

Ránhòu zhège gǒu ne, jiào lǎo wáng.

然后这个狗呢，叫老王。

This dog's name is Lao Wang.

61

lǎo wáng?

老王？

Lao Wang?

62

Duì, zhège gǒu jiào lǎo wáng.

对，这个狗叫老王。

Yes, it is called Lao Wang.

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63

Zhè shì yī zhī gǒu?

这是一只狗?

This is a dog?

64

Duì, zhège gǒu shì yīnwèi yī duì qínglǚ yǎng de,

对, 这个狗是因为一对情侣养的,

Yes. This dog belonged to a couple.

65

ránhòu fēnshǒu yǐhòu zhège gǒu gǒu bèi nán de bào zǒu le.

然后分手以后这个狗狗被男的抱走了。

After they broke up, the dog was taken by the guy.

66

Ránhòu zhège nǚhái guòlái wén le yī gè tā de zhàopiàn.

然后这个女孩过来纹了一个它的照片。

So the girl came here to get a tattoo of the dog.

67

Yě shì jìniàn tā de yuánlái de nà xiǎogǒu. | Duì

也是纪念她的原来的那小狗。 | 对

She also came here to remember her dog. | Right

68

Hǎoduō gùshi a!

好多故事啊!

So many stories!

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69

Hěn duō jìniàn de

很多纪念的

A lot of them are for commemorating.

70

Ránhòu xiàng zhège, xiàngrikuí

然后像这个，向日葵

And this one is a sunflower.

71

Duì, xiàngrikuí, wǒmen zhīdào tā dàibiǎo le yángguāng, dàibiǎo le tàiyang.

对，向日葵，我们知道它代表了阳光，代表了太阳。

Sunflowers, as we know, represent sunshine and the sun.

72

Nà zhège nǚhái lái wén de shíhou, tā shuō tā bǐjiào pà hēi'àn.

那这个女孩来纹的时候，她说她比较怕黑暗。

When the girl came, she said that she was afraid of the dark.

73

Wèn tā wèishénme pà hēi'àn ne?

问她为什么怕黑暗呢？

We asked her why?

74

Tā shuō zhège tā shǔyú gū'ér, fùmǔshuāngwáng,

她说这个她属于孤儿，父母双亡，

She told us that both her parents passed away, so she is an orphan.

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tā hái yào gōngzuò qù shànyǎng tā de dìdì.

她还要工作去赡养她的弟弟。

And she needs to work to support her little brother.

76

Suǒyǐ wǒ shuō nà jiù wén yángguāng yīdiǎn de.

所以我说那就纹阳光一点的。

So we suggested that she should get a tattoo with a positive element.

77

Ránhòu tā jìniàn le yī gè rìzi, xīwàng jiārén píng'ān.

然后她纪念了一个日子，希望家人平安。

Later, she got a tattoo of a (special) date to wish for her families future safety.

78

Zhèngmiàn yīdiǎn de dōngxi?

正面一点的东西？

Something positive?

79

Duì, yángguāng yīdiǎn de

对，阳光一点的

Right!

80

Zhè shì nǐ yǎng de gǒu, shì ba?

这是你养的狗，是吧？

This is your dog, right?

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81

Duì, tā jiào "pí jiǔ".

对，他叫“皮九”。

Yes, his name is "Pijiu".

82

Pí jiǔ?

皮九?

"Pijiu"?

83

Duì, tiáopí de pí, jiǔyuè de jiǔ.

对，调皮的皮，九月的九。

Right. Pi as in "Naughty", and Jiu as in "September".

84

Tā de xiéyīn jiùshì wǒmen hē de píjiǔ.

它的谐音就是我们喝的啤酒。

It sounds like the beverage we call "beer".

85

Hěn hǎojì, zhège míngzi

很好记，这个名字

This name is very easy to remember.

86

Nà tiāntiān kàn tā dōu xiàng zuì le yīyàng de.

那天天看他都像醉了一样的。

No wonder he looks drunk everyday.

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87

Duì, tā měitiān dōu shì zhèyàng de, hěn dāi méng, shǎ shǎ de.

对，他每天都是这样的，很呆萌，傻傻的。

He is like this everyday, cute and silly.

88

Fēn bùqīng, tā shuō wèishénme yòng dēng zhào wǒ?

分不清，他说为什么用灯照我？

He is probably wondering why somebody is shining a light at him.

89

Tā de fǎnyìng sùdù hěn màn, yào xiǎng yīhuìr zài qù zuò dòngzuò.

他的反应速度很慢，要想一会儿再去做动作。

He is very slow at responding to things. He always needs to think about it for a moment before acting,

90

Ná hǎochī de yě shì yīyàng, tā yào xiǎng yīxià, zhèyàng

拿好吃的也是一样，他要想一下，这样

even when we give him food.

91

Hái bù zhīdào nǐ ná chī de gěi tā ne ba?

还不知道你拿吃的给他呢吧？

Probably he doesn't even know that you're giving him food.

92

Duì, tā xíguànxìng, kāi bīngxiāng jiù zhīdào

对，他习惯性，开冰箱就知道

Right, but whenever I open the refrigerator, he knows.

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93

Pí jiǔ... chī hǎochī de lo!

皮九... 吃好吃的咯!

Pijiu, (come and) get some delicious food!

94

Kuài lái!

快来!

Hurry!

95

Kàn tā! Chīhuò a! Zhè shì

看他! 吃货啊! 这是

Look at him! Such a foodie!

96

Tā jiù zhīdào le.

他就知道了。

This, he gets.

97

Tā néng chī zhège a?

他能吃这个啊?

Can he eat this?

98

Duì, zhège shì zhuānmén tā de língshí.

对, 这个是专门他的零食。

Yes, this is a snack especially for him.

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99

Zhè shì shénme? Gǔtōu ma?

这是什么？骨头吗？

What is this? A bone?

100

Niú jīn

牛筋

Beef tendon

101

Kuài, zuò! Zuòxia!

快，坐！坐下！

Sit! Sit down!

102

Wò wòshǒu! Zài wòwò zhège!

握握手！再握握这个！

Shake hands! Now this one!

103

Hái zhīdào wòshǒu! Kěyǐ o!

还知道握手！可以哦！

He knows how to shake hands! Not bad!

104

Zhè shì tā suǒyǒu de juéhuó le.

这是他所有的绝活了。

That's all he can do.

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105

Hāhā... Zhè jiùshì tā suǒyǒu de juéhuó le!

哈哈... 这就是他所有的绝活了!

Lol... That's all he can do!

106

Kěyǐ le, nǐ qù wán qù ba.

可以了, 你去玩去吧。

That's it! You can go and play now.

107

Tā huì diào dào zìjǐ de diànzi shàng qù chī.

他会叼到自己的垫子上去吃。

He will take it to his mat to eat.

108

Yīnwèi nàge dìfang shì zuì ānquán de, biéren qiǎng bú dào.

因为那个地方是最安全的, 别人抢不到。

Because that's his safe spot, nobody can take it.

109

Tā de xiǎo wō

他的小窝

His little nest!

110

Duì, rúguǒ gǒu yàoshi yǒu wō dehuà, tā huì dào wō lǐ qù chī.

对, 如果狗要是窝的话, 他会到窝里去吃。

Right. Dogs eat in their "nest" if they have one.

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111

Yǒuyìsi! Pà biéren gēn tā qiǎng a?

有意思！怕别人跟他抢啊？

Interesting! He worries that other dogs might take it?

112

Háihǎo méiyǒu liǎng zhī gǒu.

还好没有两只狗。

Luckily, there isn't two dogs.

113

Tā píqì hěn hǎo, nǐ qiǎng tā dōngxi, tā yě bùhuì yǎo.

他脾气很好，你抢他东西，他也不会咬。

He's got a good temper. He won't bite even if you take his things.

114

Shuí qù ná, shuí qù mō tā, tā yě bùhuì yǎo.

谁去拿，谁去摸他，他也不会咬。

No matter who touches him or takes his stuff, he never bites.

115

Xiàng gè xiǎohái yīyàng de!

像个小孩一样的！

He is like a little baby.

116

Tā huì... hūxī de shíhou huì xiàng zhū yīyàng.

他会... 呼吸的时候会像猪一样。

He sounds like a pig when he breathes.

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117

Xiàng zhū yīyàng?! | Dui

像猪一样?! | 对

Like a pig?! | That's right!

118

Nà néng bùnéng qǐng nǐ jiù zuò gè jiǎndān de zìwǒjièshào?

那能不能请你就做个简单的自我介绍?

Can you introduce yourself?

119

Wǒ jiào MíngLiàng. Wǒ shì láizì Dōngběi de, chūshēng zài Dōngběi.

我叫铭亮。我是来自东北的，出生在东北。

My name is Ming Liang. I was born in the northeast of China.

120

Cóngshì wénshēn hángyè dàgài yǒu sì nián de shíjiān.

从事纹身行业大概有四年的时间。

I've been in the tattoo business for about 4 years.

121

Zuò wénshēn zhīqián, nǐ hái zuò guò qítā de gōngzuò ma?

做纹身之前，你还做过其它的工作吗?

Before being a tattoo artist, did you do any other jobs?

122

Yǒu zuò guò, zhīqián zài Běijīng zuò guò jiǔdiàn, ránhòu dào Zhūhǎi zuò guò fángdìchǎn xiāoshòu.

有做过，之前在北京做过酒店，然后到珠海做过房地产销售。

Yes, I worked at a Beijing hotel and then I worked as a real estate sales agent in Zhuhai.

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123

Nà nǐ shàng guò dàxué ma?

那你上过大学吗?

Did you go to university?

124

Méiyǒu, méi shàng guò dàxué.

没有, 没上过大学。

No, I have never gone to a university.

125

Yīnwèi wǒ shē yǐqián dāngbīng.

因为我是以前当兵。

because I served in the army.

126

Nǐ hái dāng guò bīng?

你还当过兵?

You were a soldier?

127

Duì! Tuìwǔjūnrén

对! 退伍军人

Yes! I'm a veteran.

128

Nà wǒ dāngbīng de bǐjiào zǎo, líng wǔ nián jiù tuìwǔ le.

那我当兵得比较早, 零五年就退伍了。

I joined the army when I was young and I left it in 2005.

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129

Nǐ yuánlái de nàge jiǔdiàn de gōngzuò hái yǒu zuò xiāoshòu de, juéde nà liǎng fèn gōngzuò zěnmeyàng ne?

你原来的那个酒店的工作还有做销售的，觉得那两份工作怎么样呢？

You previously worked at a hotel and as a sales agent, so what do you think of these 2 jobs?

130

Qíshí nàge shíhou ne, dìyī gè niánqīng, néng zhǎodào gōngzuò jiù bùcuò le, zài Běijīng.

其实那个时候呢，第一个年轻，能找到工作就不错了，在北京。

In fact, at that time I was young and I was, first of all, lucky to find a job in Beijing.

131

Dì'èr gè xiǎngfǎ jiùshì yǎngjiāhúkǒu.

第二个想法就是养家糊口。

Secondly, I needed to get a job to support myself and my family.

132

Suǒyǐ yě méiyǒu tèbié xǐhuan?

所以也没有特别喜欢？

So you didn't particularly like those jobs?

133

Zhège hángyè shì chúncuì zìjǐ xǐhuan zuò zìjǐ xǐhuan de shìqing.

这个行业是纯粹自己喜欢做自己喜欢的事情。

I am in the tattoo business because I love it.

134

Dànshì shōurù láijiǎng, zhège kěndìng méiyǒu zhīqián de gōngzuò shōurù gāo.

但是收入来讲，这个肯定没有之前的工作收入高。

But as far as income is concerned, I was making more money in the previous jobs.

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135

Shì ma?

是吗?

Really?

136

Duì, méiyǒu zhīqián de shōurù gāo.

对, 没有之前的收入高。

Yes, not as much as before.

137

Jiù nǐ yǐqián zuò fángdìchǎn de shōurù hái yào gāo yīdiǎn?

就你以前做房地产的收入还要高一点?

You mean you made more money as a real estate agent?

138

Duì! Fángdìchǎn de xiāoshòu zài guónèi qián jǐnián shì bǐjiào hǎo zuò de.

对! 房地产的销售在国内前几年是比较好做的。

Right! The real estate business was pretty good in China a few years ago.

139

Fángdìchǎn zài shēngzhǎng de guòchéng, nàge shíhou shìchǎng fēicháng huǒrè.

房地产在生长的过程, 那个时候市场非常火热。

The real estate business was growing, and the market was hectic at that time.

140

Fángjià kěshì yī tiān yī gè biànhuà.

房价可是一天一个变化。

House prices changed every day.

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141

Wǒ zhùyì dào nǐmen de diànmíng jiào L90 (jiǔ líng), yǒu shénme yìyì ma?

我注意到你们的店名叫L90，有什么意义吗？

I noticed that your shop name is "L90", is there a special meaning to it?

142

Yǒu, L wǒ xìng Lǐ.

有，L我姓李。

Yes, "L" stands for my last name "Lee".

143

Nǐ xìng Lǐ?

你姓李？

Your last name is Lee?

144

Nàge jiǔ líng shì wǒ lǎopó.

那个90是我老婆。

And the "90" is connected with my wife.

145

Tā shì jiǔ líng hòu de?

她是90后的？

She was born in the 90s?

146

Tā shì jiǔ líng nián de.

她是90年的。

She was born in 1990.

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147

Jiǔ líng nián chūshēng de ma?

90年出生的吗?

(She) was born in 1990?

148

Duì! Suǒyǐ L90 (jiǔ líng).

对! 所以L90。

Yes! Therefore: "L90".

149

Nà nǐ shì cóng shénmeshíhou kāishǐ jiēchù dào zhège hángyè, shì zěnmé huì duì zhège hángyè gǎnxìngqù de ne?

那你是从什么时候开始接触到这个行业，是怎么会对这个行业感兴趣的呢?

So when did you first become aware of this business and why did you become interested in it?

150

Qíshí wénshēn zài líng liù nián, wǒ jiù dìyī gè wénshēn.

其实纹身在06年，我就第一个纹身。

When I got my first tattoo, in 2006.

151

Ránhòu líng liù nián líng qī nián, líng bā nián líng jiǔ nián, měiyī nián dōu wén yī gè.

然后06年07年，08年09年，每一年都纹一个。

In 2006, 2007, 2008, and 2009, I got one each year.

152

Nǐ zìjǐ wén?

你自己纹?

Did you do it yourself?

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153

Qù wénshēn diàn

去纹身店

I went to a tattoo shop.

154

Nàge shíhou shì xǐhào.

那个时候是喜好。

It was something I really liked at that time.

155

Nà hòulái dào le Zhūhǎi gōngzuò de shíhou, wǒmen kǎolǜ dào

那后来到了珠海工作的时候，我们考虑到

Later, when we came to work in Zhuhai, we thought that

156

zuò yī gè zìjǐ xǐhuan de shìqing, jiù bùxiǎng zài qù wèi biéren qù gōngzuò.

做一个自己喜欢的事情，就不想再去为别人去工作。

it was better to do something we like and not work for others.

157

Nà jiù xuǎn hángyè, nà xuǎn zìjǐ xǐhuan de, yǒuxìngqù àihào de.

那就选行业，那选自己喜欢的，有兴趣爱好。

So we chose to do something we loved and that we had an interest in.

158

Nà nǐ wèishénme huì xǐhuan wénshēn zhège hángyè ne?

那你为什么会喜欢纹身这个行业呢？

So why do you like the tattoo business?

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159

Yīnwèi běnshēn zìjǐ xǐhuan zhège wénshēn de zhèzhǒng biǎodá fāngshì.

因为本身自己喜欢这个纹身的这种表达方式。

Because I like tattoos as a form of self-expression.

160

Wǒmen shuō wénshēn de tèdiǎn shì yībèizi qù bù diào, nà yǒu yī gè téngtòng de guòchéng cái gèng yǒujiàzhí.

我们说纹身的特点是一辈子去不掉，那有一个疼痛的过程才更有价值。

It is said that the painful process of getting a tattoo and the fact that they last a lifetime makes them meaningful.

161

Suǒyǐ jiù bǐjiào míliàn zhège wénshēn zhège hángyè.

所以就比较迷恋这个纹身这个行业。

That's why I am obsessed with tattoos.

162

Ránhòu wǒmen bǐjiào kànhǎo (zhège hángyè),

然后我们比较看好(这个行业),

Also, we are quite optimistic about this business

163

yīnwèi Zhōngguó xiànzài zài kāifàng, dàjiā de sīxiǎng yě dōu zài kāifàng.

因为中国现在在开放，大家的思想也都在开放。

because China is becoming more open (to ideas) and as a result, people are also becoming more open-minded.

164

Nà xiànzài de zhǔyào wénshēn de niánlíng dōu zài jiǔ líng hòu... bā líng hòu, jiǔ líng hòu

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那现在的主要纹身的年龄都在90后... 80后,90后

Nowadays, most tattoo customers were born in the 80s and 90s.

165

Bǐjiào niánqīng? | Nà xiànzài kāishǐ shì líng líng hòu le.

比较年轻? | 那现在开始是00后了。

Pretty young, right? | Now, we are even seeing customers born after 2000.

166

Nà wèilái jiù gèng néng jiēshòu wénshēn.

那未来就更能接受纹身。

So in the future, tattoos will be even more accepted.

167

Nà bǐrú shuō wǒmen zài guò shí nián, niánqīngrén de fùmǔ dōu shì bā líng hòu le,

那比如说我们再过十年, 年轻人的父母都是80后了,

Ten years later, for example, most young people will have parents borned in the 80s.

168

nà bā líng hòu běnshēn jiù néng jiēshòu de liǎo,

那80后本身就能接受得了,

And (many) people borned in the 80s accept tattoos

169

nà wǒmen huì gèng zhùzhòng tāmen zìjǐ xiǎngyào de, zìjǐ de xiǎngfǎ, zìjǐ de tàidu, zìjǐ xiǎng biǎodá de dōngxī,

那我们会更注重他们自己想要的, 自己的想法, 自己的态度, 自己想表达的东西,

and they will value what their children want, their ideas, their attitudes and what the children want to express,

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bùhuì guòduō qù gānshè tā suǒ zuò de shénme shìqing.

不会过多去干涉他所做的什么事情。

and they won't interfere too much with their children's affairs.

171

Suǒyǐ ne, wèilái de shìchǎng kěnéng huì gèng shòuhuānyíng yīxiē.

所以呢，未来的市场可能会更受欢迎一些。

Therefore, the market for tattoos will be even more popular in the future.

172

Nà jiùsuàn nǐmen duì zhège wénshēn zhège hángyè gǎnxìngqù, dànshì yě bùshì shuō xiǎng kāi jiù néng kāi de,

那就算你们对这个纹身这个行业感兴趣，但是也不是说想开就能开的，

You couldn't just open a tattoo business based on your interest,

173

suǒyǐ qiánqī yīnggāi háishi yǒu yīxiē kùnnan de ba?

所以前期应该还是有一些困难的吧？

there must have been some difficulties at the beginning, right?

174

Duì, qiánqī wǒmen de xiǎngfǎ jiùshì wǒmen xiān qù xué.

对，前期我们的想法就是我们先去学。

Right. At the beginning our thinking was that we should first learn to do tattoos.

175

Rúguǒ shuō wǒmen bùshì zhè kuài liào, wǒmen xué bùhǎo,

如果说我们不是这块料，我们学不好，

If we found we lack the talent to do it well,

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nà wǒmen jiù dàng xìngqù àihào, xiāomó dǎfāshíjiān, zìjǐ zhǎo yī gè shìqing qù zuò.

那我们就当兴趣爱好，消磨打发时间，自己找一个事情去做。

we would treat it as a hobby to pass the time and have something to do.

177

Rúguǒ kěyǐ dehuà, wǒmen jiù jìxù bǎ tā zuò xiàqù,

如果可以的话，我们就继续把它做下去，

If we found we could do tattoo well, we would then continue (with the idea of doing the tattoo business),

178

wǒmen jiù zhuǎnxíng, bù qù zuò xiāoshòu le.

我们就转型，不去做销售了。

we would then make the transition (to doing tattoos) and quit the sales job.

179

Suǒyǐ nǐ gēn nǐ lǎopó liǎng gè rén yīqǐ qù xué de?

所以你跟你老婆两个人一起去学的？

So you and your wife learned tattooing together?

180

Duì, yīqǐ

对，一起

Yes, together.

181

Nà nǐmen liǎng gè dōu huì wén ma?

那你们两个都会纹吗？

So you both can tattoo now?

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182

Duì, yīnwèi yǐqián shì zhèyàng de, jiù wǒmen yǒu gōngzuò ma,

对，因为以前是这样的，我们就有工作嘛，

Yes, at that time when we both were employed,

183

nà wǒ de shōurù huì bǐ tā xiāngduì gèng kěguān yīxiē,

那我的收入会比她相对更可观一些，

(since) my income was a little higher than hers,

184

nà jiù xué wán yǐhòu ne, tā xiān cídiào gōngzuò qù zuò zhège.

那就学完以后呢，她先辞掉工作去做这个。

after learning tattooing, she quit her job and became a tattoo artist.

185

Nà suǒyǐ zài shí cǎo de jīngyàn shàng, tā bǐ wǒ fēngfù.

那所以在实操的经验上，她比我丰富。

As a result, she has more practical experience than I.

186

Nà xiàng zhège shèjì de, huàhuàr ya, nà huàhuàr yě bìng bùshì shuō yīxià jiù néng xuéhuì de,

那像这个设计的，画画儿呀，那画画儿也并不是说一下就能学会的，

Designing and drawing take time to learn.

187

nǐ shì yǒu gōngdǐ de hái shì hòumian cái xuédào de?

你是有功底的是还是后面才学到的？

Did you have the foundation for these skills before or after starting tattooing?

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Qíshí gōngdǐ zěnmē jiǎng ne? yě kěyǐ shuō yǒu, yě kěyǐ shuō méiyǒu.

其实功底怎么讲呢？也可以说有，也可以说没有。

Did I have the foundation? You can say "yes" and "no".

189

Yīnwèi méiyǒu zhuānyè de qù xué, dànshì xiǎode shíhou huì yǒu yīxiē xìngqù àihào, qù huà yīxià huà.

因为没有专业地去学，但是小的时候会有一些兴趣爱好，去画一下画。

(I say this) because I never received any formal training in drawing, but as a child I drew as a hobby.

190

Nà hòuxù zhǔyào shì gèng zhēnduì de, wénshēn de, qù xué huìhuà.

那后续主要是更针对地，纹身的，去学绘画。

Later, as I became more focused on tattooing, I further studied drawing (as it related to tattoos).

191

Jiùshì qiánqī xiǎoshíhóu yě xué guò yīxiē huàhuàr?

就是前期小时候也学过一些画画儿？

Then, you learned drawing as a child?

192

Duì, dànshì xué de bùshì hěn xìtǒng, hěn zhuānyè de qù xué.

对，但是学得不是很系统，很专业地去学。

Yes, but not in a systematic or professional manner.

193

Nà hòumian qù gēn wénshēn nàge yīqǐ xué de shíhou, xué le duōjiǔ?

那后面去跟纹身那个一起学的时候，学了多久？

So when learning tattooing, how long did you study drawing?

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Yīnwèi wǒmen bùshì quánzhí xué, jiānzhí,

因为我们不是全职学，兼职，

Because we weren't learning full-time, just part-time,

195

měitiān shàngbān xiàbān hòu qù xué, nà zhège xué le yǒu xiǎo yī nián de shíjiān.

每天上班下班后去学，那这个学了有小一年的时间。

after work every day, it took us almost one year.

196

Shì qù xuéxiào xué háishi qù diàn lǐ xué?

是去学校学还是去店里学？

Did you study at a training center or a shop?

197

Duì, yī gè diàn lǐ

对，一个店里

At a shop.

198

Yǒu yī gè shì zuò le èrshí jǐ nián de yī gè lǎo shīfù nàlǐ qù xué.

有一个是做了二十几年的一个老师傅那里去学。

Our teacher was an old tattoo artist with over 20 years of experience.

199

Suǒyǐ nǐ shì bāng tāmen zuò nàzhǒng... jiào shénme? Xuétú gōng, shì ba?

所以你是帮他们做那种... 叫什么？学徒工，是吧？

So you were helping them as... what do you call it? Apprentice, right?

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Duì, ránhòu wǒmen zhǐshì xuétú, yào jiāo fèiyòng.

对，然后我们只是学徒，要交费用。

Right, and as apprentices, we had to pay a fee.

201

Nǐ hái yào jiāo fèi?

你还要交费？

You still had to pay a fee?

202

Duì a! Jiāo fèi

对啊！交费

Yes, we had to pay a fee

203

Yīnwèi tā shì yào jiāo nǐ jìshù, jiāo nǐ zěnmē qù huàhuàr, jiāo nǐ wénshēn de yuánlǐ a zhèxiē.

因为他是要教你技术，教你怎么去画画儿，教你纹身的原理啊这些。

because he taught us techniques, drawing skills, and principles of tattooing.

204

Nà wǒ xiǎng wèn yīxià, xiàng zhège hángyè tā gēn qítā de chuántǒng hángyè háishi yǒudiǎn bù yīyàng de,

那我想问一下，像这个行业它跟其它的传统行业还是有点不一样的，

I know that this industry is a little different from other traditional ones,

205

nàme xiàng nǐ jiā rén háiyǒu nǐ de péngyou duì nǐ zuò zhè yī háng yǒu méiyǒu shénmeyàng de xiǎngfǎ?

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那么像你家人还有你的朋友对你做这一行有没有什么样的想法？

so what do your family and friends think about you being in this business?

206

Jiālǐ lǎorén méiyǒu tài duō de gānshè,

家里老人没有太多地干涉，

My parents didn't interfere too much

207

yīnwèi cóngxiǎo jiù chūlái zìjǐ gōngzuò, zìjǐ qù xuǎnzé lù qù zǒu,

因为从小就出来自己工作，自己去选择路去走，

because since very young, I went out to work for myself and chose my own road.

208

suǒyǐ ne fùmǔ yě méiyǒu qù gānshè, yě méiyǒu shuō tèbié qù zhīchí,

所以呢父母也没有去干涉，也没有说特别去支持，

So my parents didn't interfere, nor did they go out of their way to support me.

209

nǐ zuò shénme dōngxi, wǒ bùguǎn nǐ. zhèyàng

你做什么东西，我不管你。这样

Their attitude was, "you can do what you want, we won't get involved."

210

Dànshì péngyou láijiǎng ne, wǒmen tónglíng rén, dōu néng jiēshòu de liǎo.

但是朋友来讲呢，我们同龄人，都能接受得了。

But our friends are fine with it, since they're at our age.

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Dōu néng lǐjiě? | Dui

都能理解? | 对

They all understood? | Right

212

Qíshí xiànzài yě bìng bùshì shuō nàme chuántǒng le, hěn duō niánqīngrén de xīntài hái shì bǐjiào kāifàng de.

其实现在也并不是说那么传统了，很多年轻人的心态还是比较开放的。

Actually, it's not that conservative now, many young people are open-minded.

213

Dui, qīnshǔ lǐmiàn huì yǒu.

对，亲属里面会有。

Some of my relatives can't (accept the tattoo business) though.

214

Nà kěnéng shuō niánlíng yībān dōu shì zài wǔshí suì yǐshàng huòzhě shì liùshí suì,

那可能说年龄一般都是在五十岁以上或者是六十岁，

They are around 50 to 60 years old,

215

zhèyàng de yī gè niánlíng duàn, tā duì wǒmen zhège bù liǎojiě.

这样的一个年龄段，他对我们这个不了解。

people from this age group do not understand this business.

216

Wǒ xiǎng wèn yīxià, jiùshì... xiàng nǐ píngcháng gēn biéren liáotiān de shíhou,

我想问一下，就是... 像你平常跟别人聊天的时候，

I am wondering, if... when you talk with others in everyday life,

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bǐrú shuō gēn mòshēngrén huòzhě gēn qítā rènshi bìng bùshì hěn shú de péngyou,

比如说跟陌生人或者跟其他认识并不是很熟的朋友,

for example, with a stranger or an acquaintance,

218

nǐ jièshào dào nǐ de gōngzuò, nǐ yǒu méiyǒu pèngdào guò yīxiē hěn qíguài de fǎnyìng?

你介绍到你的工作, 你有没有碰到过一些很奇怪的反应?

have you ever received any weird responses after you mentioned your job?

219

Bìng méiyǒu | Bìng méiyǒu a?

并没有 | 并没有啊?

No. | No?

220

Duì! Yīnwèi wǒmen xiànzài jiēchù de niánlíng dà de yě hǎo, niánjì qīng de yě hǎo,

对! 因为我们现在接触的年龄大的也好, 年纪轻的也好,

Right! Because with those who we are in touch with, either old or young,

221

yīnwèi wǒmen zài liáo wǒmen de gōngzuò shí, bùhuì yǐngxiǎng dào tā de gōngzuò, tā de shēnghuó.

因为我们在聊我们的工作, 不会影响到他的工作, 他的生活。

talking about our career will not affect their work or life.

222

Nà wǒ zhǐshì shuō, nà wǒ shì wénshēn shī,

那我只是说, 那我是纹身师,

I just tell them I am a tattoo artist.

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nà bǐrú shuō wǒmen de chē yǒu a, qiúyǒu a, bāokuò wán yóuxì de zhèxiē xì yǒu a,

那比如说我们的车友啊、球友啊，包括玩游戏的这些戏友啊，

For example, friends who are enthusiastic about cars, football, or computer games,

224

zuò wénshēn shī, tāmen dōu huì gǎnjué, wa! Hěn kù! Zhège hángyè hěn kù.

做纹身师，他们都会感觉，哇！很酷！这个行业很酷。

when they hear I am a tattoo artist, they will feel, "Wow! So cool! This career is cool!"

225

Ránhòu nǐ huàhuà hěn lìhai!

然后你画画儿很厉害！

Then they will say that "you must be really good at drawing!"

226

Nà zhège hángyè shìbùshì hěn zhuànrqián?

那这个行业是不是很赚钱？

(They will further ask) "Can you make good money in this business?"

227

Ránhòu zhège hángyè yǒudeshíhòu huìbùhuì hěn lèi?

然后这个行业有的时候会不会很累？

"Is it very tiring sometimes?"

228

Jiù huì wèn yīxiē tāmen xiǎngyào liǎojiě de wèntí?

就会问一些他们想要了解的问题？

They will ask questions to understand your business better?

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229

Duì, dànshì méiyǒu fǎnyìng fēicháng dà de.

对，但是没有反应非常大的。

Right, but their reaction is not very strong.

230

Nà yě yǒu shuō, nǐ shì wénshēn shī,

那也有说，你是纹身师，

Some might say, "I have a tattoo.

231

wǒ zhīqián yǒu yī gè wénshēn, nǐ kànkàn wén de zěnmeyàng,

我之前有一个纹身，你看看纹得怎么样，

Since you're a tattoo artist, take a look and tell me what you think."

232

huòzhě zhège wǒ xiǎng bǎ tā zài xiūgǎi xiūgǎi.

或者这个我想把它再修改修改。

Or "I want to change this tattoo."

233

Jiù zhèyàngzi

就这样子

Things like that.

234

Jiù huì yǒu yīxiē gòngtóng liáo de huàtí.

就会有一些共同聊的话题。

We will have some common topics to talk about.

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235

Qíshí xiànzài yǒu wénshēn de rén tèbié duō,

其实现在有纹身的人特别多,

Actually, quite a few people have tattoos nowadays,

236

zhǐshì wǒmen píngshí kàn bùdào éryǐ.

只是我们平时看不到而已。

it's just that we usually don't see their tattoos.

237

Nà nǐ rènwéi mùqián zài Zhōngguó, dàbùfen de zhōngguórén duì wénshēn shì yǒu shénmeyàng de yī gè kànfǎ?

那你认为目前在中国, 大部分的中国人对纹身是有什么样的一个看法?

So in your opinion, how do the majority of Chinese view tattoos?

238

Qíshí dàbùfen láijiǎng, háishi bù liǎojiě.

其实大部分来讲, 还是不了解。

Actually, most people don't understand tattoos.

239

Yīnwèi bù liǎojiě, tā huì yǒu duōzhōngduōyàng de kànfǎ.

因为不了解, 他会有多种多样的看法。

And because they don't understand, they will have many different opinions about it.

240

Nǐ juéde zhōngguórén duì... jiù dàbùfen de zhōngguórén duì wénshēn yǒu méiyǒu shénme piānjiàn?

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你觉得中国人对... 就大部分的中国人对纹身有没有什么偏见？

Do you think most Chinese people have some sort of prejudice against tattoos?

241

Piānjiàn, zhège xiàng wǒ gāngcái shuō de, jiù niánlíng dà de

偏见，这个像我刚才说的，就年龄大的

Yes, there is prejudice among the older generation.

242

Dōu shì niánlíng dà de?

都是年龄大的？

Only the older generation?

243

Duì, jiùshì bù liǎojiě de

对，就是不了解的

Yes, just because they know little about it.

244

Yě bùnéng shuō wánquán,

也不能说完全，

And it is not just the older people.

245

nà niánjì qīng de, yǒude rén tā shì bù zhīdào wèishénme wén.

那年纪轻的，有的人他是不知道为什么纹。

Some young people also don't understand why anyone would get a tattoo.

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246

Tā wén de nàge dōngxi shì shénme, tā bùtài liǎojiě.

他纹的那个东西是什么，他不太了解。

They don't understand the meaning behind the tattoos.

247

Ránhòu háiyou jiùshì tā jiēchù de huánjìng, tā jiēchù de huánjìng zhōubiān ne, kěnéng cóngshì de hángyè yuányīn,

然后还有就是他接触的环境，他接触的环境周边呢，可能从事的行业原因，

Also, (their dislike of tattoos) can be because of the environment they are in, the people around them, their career,

248

nà huòzhě shì tā dìyīcì jiēchù wénshēn,

那或者是他第一次接触纹身，

or since this was their first encounter with tattoos,

249

huòzhě shì tīng yǒuxiē rén shuō shénmeyàng de wénshēn de zhèzhǒng gàiniàn.

或者是听有些人说什么样的纹身的这种概念。

their opinion might be based on hearing other people talk about this subject.

250

Tīnglái de dōu shì?

听来的都是？

Just by listening to others?

251

Duì, yǐngxiǎng dào le tā duì wénshēn de pànduàn hé lǐjiě.

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对，影响到了他对纹身的判断和理解。

Yes, it affects their judgment and understanding of tattoos.

252

Nà chúle tīng biéren shuō, zhèxiē piānjiàn hái kěnéng huì láizì yú nǎlǐ ne?

那除了听别人说，这些偏见还可能会来自于哪里呢？

Where else can these prejudices come from, besides hearing from others?

253

Qíshí zhège jiùshì hángyè wèntí le,

其实这个就是行业问题了，

In fact, this is related to their work.

254

kěnéng tā cóngshì de zhèxiē hángyè shèjì dào wéifǎ de hángyè,

可能他从事的这些行业涉及到违法的行业，

Maybe in their jobs, they deal with people involved in illegal activities,

255

Nà wǒmen shuō hēishèhuì, duì ba?

那我们说黑社会，对吧？

like the gangsters

256

Shōu bǎohù fèi

收保护费

who collects protection money.

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257

Yǐqián diànshì shàngmian jīngcháng kàn dào.

以前电视上面经常看到。

In the past, we used to see this a lot on TV,

258

Kān chǎng de, nà zhèxiē...

看场的，那这些...

(people that asked protection money to) watch your business, these types of people.

259

Nà kěnéng tā jiēchù dào de zhèxiē rén, tōngguò zhèzhǒng huánjìng,

那可能他接触到的这些人，通过这种环境，

It's possible that they encountered tattooed people through this kind of environment,

260

tā jiù zhīdào zhège wénshēn shì dàibiǎo de zhèyàng.

他就知道这个纹身是代表的这样。

and hence form their opinion about tattoos from these experiences.

261

Qíshí wénshēn hái kěyǐ dàibiǎo zhèng néngliàng, dàibiǎo gèng yángguāng de yīmiàn,

其实纹身还可以代表正能量，代表更阳光的一面，

Actually, tattoos can also represent positive energy, and a brighter side.

262

zhǐshì tā méiyǒu pèngdào yùjiàn.

只是他没有碰到遇见。

It's just that they've never met (positive people with tattoos).

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Nà tā dōu huì hěn wǔduàn de lái pànduàn, gàosu nǐ,

那他都会很武断地来判断，告诉你，

So they will arbitrarily tell you that

264

yǒu wénshēn de rén jiùshì zhè yī lèi rén.

有纹身的人就是这一类人。

tattooed people are bad guys.

265

Xiāngbǐ yǐqián, bǐrú shuō gāng kāishǐ jiǔshí niándài de shíhou,

相比以前，比如说刚开始90年代的时候，

gēn èrshí shìjì èr líng yī bā nián zhège shíhou xiāngbǐ,

跟20世纪2018年这个时候相比，

rénmen duì wénshēn de tàidu nǐ juéde yǒu méiyǒu gǎiguān?

人们对纹身的态度你觉得有没有改观？

Do you think nowadays people's attitudes towards tattoos have changed compared with the past, for example, the early 90's?

266

Yǒu, yǒu hěn dà de gǎiguān

有，有很大的改观

Yes, it has changed a lot.

267

Gāng kāishǐ wǒmen shì mófǎng, xué.

刚开始我们是模仿，学。

In the beginning, we were just imitating, learning.

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Nà nàge shíhou wǒmen méiyǒu zìjǐ de wénshēn wénhuà,

那个时候我们没有自己的纹身文化，

At that time, we didn't have our own tattoo culture,

269

yě bùtài liǎojiě gèng duō de wénshēn wénhuà, dōu shì zài xué.

也不太了解更多的纹身文化，都是在学。

we didn't know much about it, and we were all learning.

270

Bǐrú shuō hěn duō rén qù wén túténg,

比如说很多人去纹图腾，

For example, many people got tattoos of totems,

271

dànshì tā bù zhīdào túténg wénhuà shì nǎlǐ de.

但是他不知道图腾文化是哪里的。

but they didn't know about the culture behind them.

272

Bù zhīdào zhè shì cóng guówài zěnmē chuán chūlái de, zěnmē huì yǒu zhèyàng de túténg.

不知道这是从国外怎么传出来的，怎么会有这样的图腾。

They didn't know that totems came from abroad and what different totems meant.

273

Zài jiāshàng nàge niándài hěn shǎo yǒu wénshēn shī tā shì měishù zhuānyè bìyè de, duì ba?

再加上那个年代很少有纹身师他是美术专业毕业的，对吧？

In addition, tattoo artists that graduated with a major in fine arts were very rare during that period, right?

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Wǒ zài Zhōngguó měi yuàn bìyè de, wǒ qù gàn wénshēn?

我在中国美院毕业的，我去干纹身？

If I was a graduate from the Central Academy of Fine Arts, why would I become a tattoo artist?

274

Cóng lǎorén de yǎn lǐ hé zhěnggè shìchǎng de yǎn lǐ,

从老人的眼里和整个市场的眼里，

In the eyes of the older generation and society,

276

nǐ dāng lǎoshī nǐ de gōngzuò de huánjìng hé míngshēng yě huì bǐ tā hǎotīng.

你当老师你的工作的环境和名声也会比它好听。

your working environment and reputation as a teacher was better than being a tattoo artist.

277

Nà suǒyǐ yǒu hěn duō rén tā zhǐ huì qù mófǎng,

那所以有很多人他只会去模仿，

That's why many tattoo artists were just imitating,

278

jiù mófǎng nàxiē biéren zuò guò de tú, huòzhě yī běn cèzi shàng de tú, fùzhì guòlái.

就模仿那些别人做过的图，或者一本册子上的图，复制过来。

imitating the work that others had done or imitating designs from booklets.

279

Jiùshì méiyǒushénme chuàngxīn? nàgè shíhòu

就是没有什么创新？那个时候

There was little innovation at that time?

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280

Duì, yīnwèi tā méiyǒu huìhuà de jīchǔ,

对，因为他没有绘画的基础，

Right. Because they didn't have the basic skills of drawing,

281

bìngqiě nàge shíhou de wénshēn lǐniàn a, xiǎngfǎ yě méiyǒu nàme duō.

并且那个时候的纹身理念啊，想法也没有那么多。

and there were not so many ideas or thoughts about tattoos at that time.

282

Bāokuò shěnměi, kèrén de shěnměi yě shì yīyàng,

包括审美，客人的审美也是一样，

The level of aesthetics appreciation of the client and tattoo artist was the same.

283

tā jiǎnjiǎn dāndān yī gè tú'àn, tā jiù gǎnjué hěn hǎokàn le.

他简简单单一个图案，他就感觉很好看了。

If the tattoo artist drew a simple design, the client would think it looked good.

284

Nà suǒyǐ xiànzài jiù dǎozhì hěn duō rén zài shí nián qián, huòshì shíjǐ nián qián wén de wénshēn, xiànzài hòuhuǐ.

那所以现在就导致很多人在十年前，或是十几年前纹的纹身，现在后悔。

So many people who got tattoos ten years ago or earlier, now regret it.

285

Wèishénme ne?

为什么呢？

Why?

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Gǎnjué bù hǎokàn, tā de shěnměi biàn le, sīxiǎng biàn le.

感觉不好看，他的审美变了，思想变了。

They don't like their tattoos anymore because their taste and their thinking has changed.

287

Nà nàge shíhou wèishénme wén ne?

那那个时候为什么纹呢？

What was their reason for getting a tattoo at that time?

288

Bù zhīdào wèishénme wén!

不知道为什么纹！

They had no ideas.

289

Jīn xué biéren,

就学别人，

They were simply following others.

290

yī gè hǎo jiěmèi wén le, wǒ yě wén yī gè.

一个好姐妹纹了，我也纹一个。

If my best girl friend got a tattoo, I needed to get one too.

291

Wǒ de hǎo gē men wén le yī gè, wǒ yě wén yī gè.

我的好哥们纹了一个，我也纹一个。

Or if my good buddies got tattoos, I needed to get one too.

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Jiù liúxíng?

就流行?

It was just popular to do?

293

Duì, nàge shíhou liúxíng gēnfēng.

对，那个时候流行跟风。

Yes, at that time people just follow the popular trends.

294

Ér xiànzài bù yīyàng, xiànzài kěnéng zhīdào zìjǐ wèishénme wén,

而现在不一样，现在可能知道自己为什么纹，

But it's different now. Now they probably know why they want a tattoo,

295

wǒ xiǎng biǎodá shénme, biǎodá xǐnù'āilè,

我想表达什么，表达喜怒哀乐，

what they want to express: joy, anger, sorrow, or happiness.

296

wǒ xiǎng biǎodá yī gè jìniàn, wǒ xiǎng biǎodá yīzhǒng xìnyǎng, biǎodá yīzhǒng tàidu,

我想表达一个纪念、我想表达一种信仰、表达一种态度、

They will use tattoos to express a remembrance, a belief or an attitude,

297

wǒ xiǎng biǎodá jīntiān de fènnù, wǒ xiǎng biǎodá jīntiān de kāixīn,

我想表达今天的愤怒、我想表达今天的开心，

today's anger or happiness,

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dōu kěyǐ tōngguò yī gè tú'àn, tōngguò yī gè sùcái bǎ tā biǎodá chūlái.

都可以通过一个图案，通过一个素材把它表达出来。

all of these can be expressed through a design and a tattoo.

299

Nà zhège jiùshì tā de yī gè jìniàn de yī gè zuòyòng.

那这个就是它的一个纪念的一个作用。

This is one way of recording a life event.

300

Bùguǎn shì zài Zhōngguó háishi zài guówài, rénmen wénshēn tā huì juéde,

不管是在中国还是在外国，人们纹身他会觉得，

Whether in China or abroad, people feel that

301

wǒ wén le yī gè dōngxi, nà wǒ gēn biéren bù yīyàng, xiǎnde zìjǐ yǒu gèxìng,

我纹了一个东西，那我跟别人不一样，显得自己有个性，

using tattoos to express themselves makes them different from others and expresses their personality.

302

nàme nǐ juéde tōngguò wénshēn lái biǎodá zìjǐ gèxìng de zhège fāngfǎ,

那么你觉得通过纹身来表达自己的个性的这个方法，

So it seems that people use tattoos to express their personality and their identity,

303

nǐ juéde zhège nǐ rènóng ma?

你觉得这个你认同吗？

do you agree?

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Rèntóng

认同

Yes, I do.

305

Wǒmen yǒu yī gè hěn diǎnxíng de yī gè kèhù,

我们有一个很典型的一个客户，

We have a client who is typical of the type of customers we have.

306

tā zài yǔyán biǎodá shàng huì yǒuyīxiē zhàng'ài,

她在语言表达上会有一些障碍，

She has some difficulty in expressing herself verbally.

307

nà tā tōngguò wén le wénshēn, tā gǎnjué hěn yǒu zìxìn.

那她通过纹了纹身，她感觉很有自信。

But after getting a tattoo she felt more confident.

308

Tā wén le shénme?

她纹了什么？

What tattoo did she get?

309

Tā wén le yī gè hěn dà miànjī de yī duǒ huā,

她纹了一个很大面积的一朵花，

She got tattoos of a large flower

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ránhòu tuǐ shàng wén le yī gè shīzi.

然后腿上纹了一个狮子。

and a lion on one of her legs.

311

Shì nǚháizi háishi?

是女孩子还是？

She is a girl?

312

Nǚháizi

女孩子

A girl.

313

Tā gǎnjué zìjǐ xiǎng zuò zìjǐ xǐhuan de shìqing.

她感觉自己想做自己喜欢的事情。

She felt that she was doing something she liked.

314

Nà kěnéng zhège lǎotiān gěi tā guān le yī shàn chuāng,

那可能这个老天给她关了一扇窗，

It may be that fate gave her less opportunities

315

dànshì tā gǎnjué zìjǐ kěyǐ yǒu zìjǐ de huó fǎ.

但是她感觉自己可以有自己的活法。

but she still felt she could live her life (as she sees fit).

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Nà yě yǒude kèhù rénwéi shuō, wǒ yǒule yī gè zhège tú'àn yǐhòu,

那也有的客户认为说，我有了一个这个图案以后，

Then there are other clients that feel that having a tattoo

317

tā gēn biéren yǔzhòngbùtóng yǐwài de shì xìnxīn, zìxìn.

他跟别人与众不同以外的是信心，自信。

not only makes them different, but also gives them more confidence.

318

Yīnwèi zhīqián yǒu gè kèhù, tā wén le zhège wèizhi,

因为之前有个客户，她纹了这个位置，

For example we had a client who got a tattoo on this area.

319

tā shuō wǒ jīnnián xiàtiān chuān de yīfu quándōu shì diàodài, lǒu jiān zhuāng.

她说我今年夏天穿的衣服全都是吊带，露肩装。

And she said that this past summer she just wore slip and strapless dresses.

320

Jiù lùchū nàge wénshēn?

就露出那个纹身？

To show the tattoo?

321

Duì! Nà hái yǒu yī gè niánlíng bǐjiào dà de,

对！那还有一个年龄比较大的，

Yes! We also had a relatively older lady

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tā de dùzi shàng yǒu shāngbā, tā lái fùgài shāngbā.

她的肚子上有伤疤，她来覆盖伤疤。

who wanted to (have a tattoo) to cover a scar on her belly.

323

Wèishénme? Tā yào tiào dùpíwǔ.

为什么？她要跳肚皮舞。

Why? She wanted to belly dance.

324

Yǒule zhè yǐhòu, gǎnjué tā gèng piàoliang le.

有了这以后，感觉她更漂亮了。

After she got the tattoo, she felt more beautiful.

325

Nà nǐ néng bùnéng gēn wǒmen jièshào yīxià dàbùfen lái nǐmen zhèbiān wénshēn de rén, tāmen yībān shì shénme yuányīn ne?

那你能不能跟我们介绍一下大部分来你们这边纹身的人，他们一般是什么原因呢？

Can you tell us what are the general reasons that your customers have to come to get a tattoo?

326

Jiù xiàng nǐ gānggang jiǎng de, yǒu fùgài shāngbā ma,

就像你刚刚讲的，有覆盖伤疤嘛，

As you just mentioned, it could be to cover a scar,

327

qíshí zhège wǒ zhīqián háishi méiyǒu tīng guò de.

其实这个我之前还是没有听过的。

a reason I've never heard of before (for getting a tattoo).

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Duì, bǐrú shuō fùgài shāngbā, ránhòu fùgài jiù de wénshēn,

对，比如说覆盖伤疤，然后覆盖旧的纹身，

Right, it could be to cover a scar or an old tattoo.

329

jiùshì wǒ zhīqián shuō de, nàxiē dāngshí xuǎnzé hěn cōngmáng de, xuǎn le yīxiē tú'àn,

就是我之前说的，那些当时选择很匆忙的，选了一些图案，

As I mentioned before, there are people who choose a tattoo design hastily

330

nà hòuhuǐ le, nà jiù bǎ tā fùgài diào le.

那后悔了，那就把它覆盖掉了。

and then regret it. Now they want to cover it (with a new tattoo).

331

Háiyǒu jiùshì xìnyǎng.

还有就是信仰。

Then there are religious reasons.

332

Wǒ kěnéng xìn jīdūjiào, wǒ kěnéng xìn fójiào, zhè shì wǒ de xìnyǎng.

我可能信基督教，我可能信佛教，这是我的信仰。

For example, they could be Christians or Buddhist.

333

Nà wǒ huì bǎ zhège fójiào de yīxiē sùcái, jīdūjiào de sùcái wén chūlái.

那我会把这个佛教的一些素材，基督教的素材纹出来。

In these cases I would use Buddhist or Christian symbols

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bǐrú shuō yēsū, shízìjià, fóxiàng, fó shǒu, fó zhū, zhèxiē dōu kěyǐ zuòwéi sùcái.

比如说耶稣，十字架，佛像，佛手，佛珠，这些都可以作为素材。

such as Jesus, Buddha, Buddha's hand or Buddha beads as tattoo designs.

335

Zhè shì zōngjiào xìnyǎng.

这是宗教信仰。

These are tattoos done because of religious reasons.

336

Nà qícì háiyou jiùshì jìniàn, jìniàn jiārén a, jìniàn yī gè shíjiān,

那其次还有就是纪念，纪念家人啊，纪念一个时间，

Secondly, tattoos are gotten to commemorate family, a period of time,

337

jìniàn yī gè rénwù, jìniàn zìjǐ jīnglì de yī jiàn shìqíng.

纪念一个人物，纪念自己经历的一件事情。

a person or an experience.

338

Háiyǒu xìngqù àihào.

还有兴趣爱好。

The reasons for tattoos can also be related to personal interest.

339

Wǒ xǐhuan jīchē, wǒ xǐhuan yáoogǔn, wǒ xǐhuan wán huábǎn,

我喜欢机车，我喜欢摇滚，我喜欢玩滑板，

For example, they love cars, rock music, skateboarding.

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dōu kěyǐ bǎ zìjǐ de xìngqù àihào wén chūlái.

都可以把自己的兴趣爱好纹出来。

All these interest can be expressed through tattoos.

341

Nà yòng lái biǎo dá gè xìng de qí shí yǒu hěn duō fāng fǎ,

那用来表达个性的其实有很多方法,

There are many ways to express one's individuality,

342

wèi shén me fēi yào xuǎn zé wén shēn ne?

为什么非要选择纹身呢?

why tattoos?

343

Qí shí zhè ge (shì) biǎo dá gè xìng de yí zhǒng.

其实这个(是)表达个性的一种。

Actually, tattoos is just one way to express individuality.

344

nà wén shēn ne... wǒ men shuō gè xìng wǒ kě yǐ chuān yí tào shí zhuāng,

那纹身呢... 我们说个性我可以穿一套时装,

You can (for example) wear fashionable clothes,

345

yí gè hěn cháo de xiàn liáng bǎn de xié zi néng dài biǎo gè xìng.

一个很潮的限量版的鞋子能代表个性。

(or) a limited edition pair of shoes to express individuality.

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Dàn zhège dōu shì duǎnzàn de.

但这个都是短暂的。

But they are all temporary.

347

Bǐrú shuō píngguǒshǒujī xiànzài gāng chū le zuìxīn kuǎn de,

比如说苹果手机现在刚出了最新款的,

For example, Apple just released a new iPhone

348

wǒ mǎi le yī tái, jǐqiān kuài,

我买了一台, 几千块,

and I bought one for several thousand yuan.

349

dàibiǎo zhe hěn gèxìng, hěn yǒuqián.

代表着很个性, 很有钱。

(It can be said that it) represents my individuality, that I got money.

350

Dànshì zhège xiāofèi dōu shì duǎnzàn de,

但是这个消费都是短暂的,

But all these consumer items are temporary.

351

wénshēn de xiāofèi shì yībèizi de.

纹身的消费是一辈子的。

Tattoos last a lifetime.

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352

Wǒmen jīngcháng huì yùjiàn kèhù shuō wǒ jǐ wàn kuài qián, jǐqiān kuài qián wén yī gè tú'àn hěn guì,

我们经常会见客户说我几万块钱，几千块钱纹一个图案很贵，

We often get client complaining that tattoos costing several thousands to tens of thousands of yuan are too expensive.

353

dàn zhǐ kǎolǜ dào nǐ yīcì xiāofèi, dànshì wénshēn kěyǐ chí yībèizi.

但只考虑到你一次消费，但是纹身可以持一辈子。

But they need to consider that a tattoo is a one-time purchase that lasts a lifetime.

354

Dànshì wén de dōngxi, bǐrú shuō jiù xiàng nǐ gānggang jiǎng de,

但是纹的东西，比如说就像你刚刚讲的，

As you just said, tattoos can last a lifetime.

355

wǒ kěnéng wǒ jīntiān wǒ xiǎngyào wén yī gè wǒ nán péngyou de míngzi, huòzhě shuō wǒ xiǎng jìniàn de yī gè rén,

我可能我今天我想要纹一个我男朋友的名字，或者说我想纪念的一个人，

But what if someone tattoos the name of their boyfriend or some other person

356

nà yǒukěnéng guò yī liǎng nián zhīhòu wǒ jiù hòuhuǐ le, wǒ bùxiǎng wén zhègè rén le,

那有可能过一两年之后我就后悔了，我不想纹这个人了，

and then one or two years later regret having done this,

357

nà zhèzhǒng de shìbùshì yě cúnzài ne?

那这种的是不是也存在呢？

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does this situation exist?

358

Duì, zhèzhǒng cúnzài. Bǐrú shuō qínglǚ wénshēn | Duì a

对，这种存在。比如说情侣纹身 | 对啊

Yes, these cases happen. For example, with couples that get tattoos. | Right.

359

Qínglǚ wénshēn, huòzhě shì hěn duō niánqīngrén huì wén chūliàn, nán péngyou nǚ péngyou de míngzì.

情侣纹身，或者是很多年轻人会纹初恋，男朋友女朋友的名字。

Regarding couples, many young couples will tattoo each other's names,

360

Dànshì zhège háishi kàn gèrén de xiǎngfǎ.

但是这个还是看个人的想法。

but what happens later depends on their way of thinking.

361

Nà yǒude rén fēnshǒu yǐhòu tā bùhuì qù fùgài de.

那有的人分手以后他不会去覆盖的。

Some may keep the tattoo even after the relationship ends.

362

kěnéng dào tā bāshí suì de shíhou xiǎng,

可能到他80岁的时候想，

They feel that one day, when they are 80 years old,

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wǒ de chūliàn de míngzi jiào shénme, zhè shì tā de huíyì.

我的初恋的名字叫什么，这是他的回忆。

they will wonder who their first love was. The tattoo will serve as a memory.

364

Nà yǒude rén kěnéng tā de xīn de bànǚ huì bù xǐhuan, nà huì bù gāoxìng,

那有的人可能他的新的伴侣会不喜欢，那会不高兴，

Then there are other times when the tattooed person's new partner might not be happy with seeing the name of their companion's old lover.

365

nà kěnéng huì xuǎnzé tú'àn qù fùgài.

那可能会选择图案去覆盖。

In these case, people will choose to cover the old tattoo with a new one.

366

Dànshì yībān xiàng zhèzhǒng wén míngzi de, wén qínglǚ dehuà,

但是一般像这种纹名字的，纹情侣的话，

But generally, if we get couples who want to tattoo each other's name,

367

wǒmen qiánqī dōu huì gēn kèhù xiān gōutōng, gēn tāmen jiǎngjiě yīxià

我们前期都会跟客户先沟通，跟他们讲解一下

we will first advise them

368

zhèzhǒng hòuhuǐ gàilǜ hěn gāo, ránhòu ràng tāmen zài zuò juéding.

这种后悔概率很高，然后让他们再做决定。

of the high probability of later regret and then let them decide what they want to do.

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Rúguǒ tā zhíyì yào jiānchí zuò, wǒmen háishi huì zūnzhòng tā de xiǎngfǎ.

如果他执意要坚持做，我们还是会尊重他的想法。

If they insist on having the tattoos, we will respect their decision.

370

Dànshì huì yǐ wǒmen de jīngyàn lái quànzǔ tā yīxià. zhèyàng

但是会以我们的经验来劝阻他一下。这样

But based on our experience, we will (first) discourage them from doing these type of tattoos.

371

Nà tāmen wén le zhīhòu, bǐrú shuō wǒ bù xiǎngyào le,

那他们纹了之后，比如说我不想要了，

If after getting a tattoo I decide I don't want it

372

wǒ yě bùxiǎng fùgài, wǒ xiǎng xǐ diào, néng xǐ de diào ma?

我也不想覆盖，我想洗掉，能洗得掉吗？

and I don't want to cover it with another tattoo. Can I just get rid of the tattoo?

373

Zhège cóng xiànzài de jìshù shàng láijiǎng,

这个从现在的技术上来讲，

With the current technology,

374

bùkěnéng bǎifēnzhībǎi xǐ diào, xǐ gānjìng.

不可能百分之百洗掉，洗干净。

it's impossible to completely get rid of it.

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Zhège yǒu hěnduō yīnsù zài lǐmiàn,

这个有很多因素在里面,

The are many factors that affect how difficult it might be to get rid of a tattoo,

376

bǐrú shuō nǐ zhīqián wén de zhège zhēn zhā de shēndù,

比如说你之前纹的这个针扎的深度,

for example, how deep the needle penetrated,

377

nǐ sè liào kēlì de dàxiǎo, jīqì de gōngnéng de hǎohuài,

你色料颗粒的大小, 机器的功能的好坏,

the size of the pigment particles, the quality of the equipment used,

378

zhège dōu yǒu zhèxiē yuányīn, bāokuò tā shēntǐ de zhèxiē wèizhi, hái yǒu jiùshì...

这个都有这些原因, 包括他身体的这些位置, 还有就是...

and the location on the body of the tattoo,..

379

Dàxiǎo?

大小?

Size?

380

Duì, ránhòu hái yǒu jiùshì tā huīfù de... rén de tǐzhì huīfù de zhuàngtài hǎohuài.

对, 然后还有就是他恢复的... 人的体质恢复的状态好坏。

Right, and how how well the body recovers.

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Nà yǒude rén wén de hěn xiǎo de quèshí xǐ de hěn gānjìng,

那有的人纹的很小的确实洗得很干净，

On some people, it's possible to completely get rid of a small tattoo,

382

dàn yǒude rén zěnmē xǐ yě xǐ bù gānjìng.

但有的人怎么洗也洗不干净。

but on other people, it's not possible even if the tattoo is small.

383

Wǒ lǐjiě dào jiùshì nǐ shì gèrén duì wénshēn zhège hángyè hái yǒu zhè mén yìshù shì gǎnxìngqù de,

我理解到就是你是个人对纹身这个行业还有这门艺术是感兴趣的，

I understand that you are interested in the art and business of tattoo,

384

nàme wèishénme nǐ de lǎopó tā yě xiǎngyào lái zuò zhè yī háng ne?

那么为什么你的老婆她也想要来做这一行呢？

but why does your wife want to be in this business too?

385

Tā shì yě shì duì zhège gǎnxìngqù hái shì?

她是也是对这个感兴趣还是？

Is she also interested in this?

386

Duì, tā shì bèi wǒ xǐnǎo le. | Bèi nǐ xǐnǎo le?

对，她是被我洗脑了。| 被你洗脑了？

Yes, she was brainwashed by me | Brainwashed by you?

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Duì, qíshí jiùshì xiǎng zhǎo yī gè... liǎng gè rén zìjǐ zuò gè xiǎo shēngyì.

对，其实就是想找一个... 两个人自己做个小生意。

Yes. Actually we just wanted to set up a small business that we could run together.

388

Dìyī néng bǎozhèng wēnbǎo,

第一能保证温饱，

First of all, we wanted a business that would provide us with a living.

389

dì'èr gè bù xiàng gōngzuò nà yàng nà me jūshù.

第二个不像工作那样那么拘束。

Secondly, we wanted to have less restrictions than office workers.

390

Zìyóu yīdiǎn?

自由一点？

You wanted more freedom?

391

Duì, zhège zìyóu yīdiǎn.

对，这个自由一点。

Yes, this gives us more freedom.

392

Nà wǒmen jīntiān kěnéng qǐ de wǎn yīdiǎn, nà jiù wǎn yīdiǎn kāidiàn ma, duì ba?

那我们今天可能起得晚一点，那就晚一点开店嘛，对吧？

(For example) If today we had gotten up late, we could just open the shop later, right?

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Jīntiān jiùshì zhuàngtài hǎo jiù duō gàn yīdiǎn, jiù wǎn yīdiǎn xiàbān ma, duì ba?

今天就是状态好就多干一点，就晚一点下班嘛，对吧？

Or, if the business is good, we can chose to work longer and close later, right?

394

Suǒyǐ zhège jiù xiāngduì zìyóu yīxiē.

所以这个就相对自由一些。

So this (business) gives us relatively more freedom.

395

Suǒyǐ tā yě yuànyì qù xué zhège?

所以她也愿意去学这个？

So is that why she also was willing to learn tattooing?

396

Duì, jiùshì xiāngduì zìyóu yīxiē, zhǔyào háishi wèile zìyóu hé xǐhuan.

对，就是相对自由一些，主要还是为了自由和喜欢。

Yes, because it provides relatively more freedom and she likes tattoo art.

397

Qíshí zài wǒ de yìnxìàng zhōng wénshēn shī hǎoxiàng dōu shì nán de,

其实在我的印象中纹身师好像都是男的，

I have the impression that most tattoo artists are men.

398

nà tā zuòwéi nǚxìng dehuà, tā yǒu méiyǒu shénme...

那她作为女性的话，她有没有什么...

Does she, as a female tattoo artist, have...

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399

jiùshì xiāngbǐ nánxìng, tā yǒu méiyǒu shénme yōushì huòzhě shì lièshì ne?

就是相比男性，她有没有什么优势或者是劣势呢？

Does she have any advantages or disadvantages compared to male tattoo artist?

400

Qíshí yōushì dehuà yě yǒu, yīnwèi xiànzài wénshēn de nǚhái bǐ nánhái duō.

其实优势的话也有，因为现在纹身的女孩比男孩多。

She does have advantages because nowadays, more women than men get tattoos.

401

Wèishénme?

为什么？

Why?

402

Yǐ wǒmen diàn de duì kèhù de dēngjì hé liǎojiě,

以我们店的对客户的登记和了解，

According to our shop's records,

403

nǚhái huì zhàn dào bǎifēnzhī liùshí wǔ.

女孩会占到65%。

65% of people getting tattoos are female.

404

Nǐ juéde wèishénme shì zhèyàngzi ne?

你觉得为什么是这样子呢？

Why do you think this is the case?

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Qíshí zhège nǚhái tā dōu shì àiměi ma,

其实这个女孩她都是爱美嘛,

Because women love beautiful things.

406

nà tā hěn duō dōu shì yīxiē xiǎo tú'àn huì gǎnjué hěn měi,

那她很多都是一些小图案会感觉很美,

Many of them find the small designs very beautiful.

407

jiù xiàng nǚhái dǎ ěrdīng shì yīyàng de, dài xiàngliàn, dài zhuāngshìpǐn,

就像女孩打耳钉是一样的, 戴项链、戴装饰品,

It's just like getting ear piercing or wearing necklaces and accessories.

408

zhège gàilǜ tā jiù bǐ nánrén duō, tā wèile měi, huì duō yīdiǎn.

这个概率它比比男人多, 她为了美, 会多一点。

Because these things are beautiful, more women than men will be attracted to them.

409

Ránhòu téngtòng gǎn shàng láishuō, kàng téng nénglì nǚhái shì bǐ nánhái yào qiáng de.

然后疼痛感上来说, 抗疼能力女孩是比男孩要强的。

Also, as far as pain is concerned, women have a higher tolerance to pain than men.

410

Wèishénme?

为什么?

Why?

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Yīnwèi nǚhái shǒuxiān yǒu shēnglǐ qī,

因为女孩首先有生理期，

Because women have periods.

412

jiù xiàng nǚhái huáiyùn shēngzǐ de nàge shí jí téngtòng,

就像女孩怀孕生子的那个十级疼痛，

If women can tolerate the pain of giving birth which is a 10 on a scale of 1 to 10,

413

nánrén kěnéng liǎng jí sānjí dōu chéngshòu bùliǎo.

男人可能两级三级都承受不了。

then a pain level of 2 or 3 could be too much for a man.

414

Zhè shì yīnwèi wǒmen xíguàn le háishi shuō?

这是因为我们习惯了还是说？

Because women are used to it (pain)?

415

Duì, xíguàn le. Dànshì dǎnzi nánhái shì bǐ nǚhái dà de.

对，习惯了。但是胆子男孩是比女孩大的。

Yes, they are used to it. But guys are bolder than girls.

416

Jiù wén zhīqián nánhái dōu shì xiōngyǒuchéngzhú,

就纹之前男孩都是胸有成竹，

Some guys will be confident before getting the tattoo

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417

wénshēn yǐhòu ne jiù guǐkūlángáo.

纹身以后呢就鬼哭狼嚎。

but cowards once the tattooing starts.

418

Dànshì nǚhái dōu shì wén zhīqián gèzhǒng hàipà, gèzhǒng jǐnzhāng,

但是女孩都是纹之前各种害怕，各种紧张，

On the other hand, girls will be afraid and nervous before the tattooing

419

dàn wén qilai wúsuǒwèi méi gǎnjué, tā gēn nánhái zhèngǎo xiāngfǎn.

但纹起来无所谓没感觉，她跟男孩正好相反。

but calm during the process. Their reaction is the opposite of guys.

420

Suǒyǐ xiànzài jiùshì nǚhái bǐ nánhái yào duō.

所以现在就是女孩比男孩要多。

So, that's why more girls than guys get tattoos.

421

Zhè yīdiǎn wǒ juéde tǐng jīngyà de,

这一点我觉得挺惊讶的，

I'm surprised at this.

422

wǒ gāng kāishǐ lái zhīqián, wǒ yǐwéi nǐ kěndìng huì shuō, nán de duō, nǚ de shǎo.

我刚开始来之前，我以为你肯定会说，男的多，女的少。

Before this (conversation), I thought more guys than girls would get tattoos.

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423

Duì, zhè jiùshì yǐqián de guānniàn.

对，这就是以前的观念。

Right, this is an old misconception.

424

Suǒyǐ nǚ wénshēn shī tā yǒu tā de yōushì,

所以女纹身师她有她的优势，

So the female tattoo artist has some advantages,

425

jiùshì tā gēn hěn duō nǚhái wénshēn de, yóuqí yīxiē wǒmen shuō yǐnbì bùwèi,

就是她跟很多女孩纹身的，尤其一些我们说隐蔽部位，

especially when tattooing female clients on private parts.

426

bǐrú shuō yīxiē wǒmen xūyào bǎ yīfu tuōdiào de yīxiē bùwèi, nǚhái jiù fāngbiàn,

比如说一些我们需要把衣服脱掉的一些部位，女孩就方便，

For example, it will be comfortable for a female client to accept a female tattoo artist's suggestion to remove some clothes

427

nánhái jiù méiyǒu nàme fāngbiàn.

男孩就没有那么方便。

than if the suggestion is coming from a male tattoo artist.

428

Nà nǐmen yǒu nán wénshēn shī ma?

那你们有男纹身师吗？

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So do you have any male tattoo artists?

429

Zànshí xiànzài méiyǒu

暂时现在没有

Currently, no.

430

Nà nán de lái de huà ne, tāmen huìbùhuì juéde bùfāngbiàn?

那男的来的话呢，他们会不会觉得不方便？

If the client is a man, will he feel uncomfortable?

431

Méiyǒu

没有

No.

432

Nǐ kàn zài dà jiēshang nánhái chì bèi de, yǒu nǚhái chì bèi de ma?

你看在大街上男孩赤背的，有女孩赤背的吗？

You see guys being topless on the street, but do you see a girl doing that?

433

Duì ba? Nǐ zài shātān shàng kàn dào nánhái kěyǐ chuān yī gè duǎnkù,

对吧？你在沙滩上看到男孩可以穿一个短裤，

Right? And you see guys wearing only shorts on the beach,

434

dàn nǚhái jiù méiyǒu.

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但女孩就没有。

but you don't see this with women.

435

Tāmen shì tōngguò shénme qúdào lái liǎojiě dào nǐmen diàn de ne?

他们是通过什么渠道来了解到你们店的呢？

How do people get to know about your shop?

436

Xiàng wǒmen diàn dàbùfen shì zuò lǎo kèhù jièshào de duō,

像我们店大部分是做老客户介绍的多，

Mostly by referrals from old clients.

437

jiùshì yī chuán shí, shí chuán bǎi.

就是一传十，十传百。

By word of mouth.

438

Suǒyǐ yǒude kèhù yě wèn wǒmen,

所以有的客户也问我们，

Some clients also asked us,

439

wèishénme bù bǎ diàn kāi dào jiē pù lóuxià? | Duì a!

为什么不把店开到街铺楼下？ | 对啊！

“Why don't you open a street shop?” | Right! (Why not)?

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440

Zhège wèntí jiù gēn kèhù jiǎng, wǒ shuō jiǔxiāngbùpàxiàngzishēn.

这个问题就跟客户讲，我说酒香不怕巷子深。

I told them that good services sell themselves.

441

Yīnwèi wǒmen gōngzuò de shíhòu xūyào yī gè hěn jìng de huánjìng.

因为我们工作的时候需要一个很静的环境。

We need a very quiet environment for our work.

442

Wǒmen měiyī tiān jiēdài kèhù de liàng shì yǒuxiàn de, jiù nàme yī gè liǎng gè,

我们每一天接待客户的量是有限的，就那么一个两个，

We can only receive a limited amount of clients per day, one or two.

443

tài duō le wǒmen de jīnglì shì mángbùguòlái de, yě méiyǒu nàme duō de shíjiān qù jiēdài nàme duō de kèhù,

太多了我们的精力是忙不过来的，也没有那么多的时间去接待那么多的客户，

We don't have the time or energy for more.

444

suǒyǐ wǒmen zhè lǐmiàn shì gānggang hǎo.

所以我们这里面是刚刚好。

So this is the right place for us.

445

Rúguǒ zài jiē pù kěnéng shí fēnzhōng jiù jìnlái yī gè rén,

如果在街铺可能十分钟就进来一个人，

If we were a street shop, we might get someone coming into the shop every 10 minutes

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446

Tā jiù huì dǎtīng hé liǎojiě yīxià, nà wǒmen shì jiēdài bù guòlái de.

他就会打听和了解一下，那我们是接待不过来的。

looking around and asking questions, which we can't handle.

447

Érqiě zhèzhǒng tā de zhìliàng kěnéng bìngbù gāo,

而且这种它的质量可能并不高，

Besides, most of these people are not serious about getting a tattoo.

448

yīnwèi tā zhǐshì xiàng mǎi yīfu de yīyàng lái kàn yīxià éryǐ.

因为它只是像买衣服的一样来看一下而已。

They just browsing around just like people do in a clothing store.

449

Cōngcōng mángmáng

匆匆忙忙

Some (of them) are in a hurry.

450

Nà wǒmen dōu huì jiào kèhù xiān kǎolǜ qīngchū,

那我们都会叫客户先考虑清楚，

We always advice our clients to consider this carefully.

451

suǒyǐ wǒmen dōu huì xiān tíqián yùyuē guòlái, ránhòu wēixìn gōutōng yùyuē,

所以我们会先提前预约过来，然后微信沟通预约，

That's why when we communicate with potential clients on WeChat, we have them make an appointment to see us.

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452

yǒu gè dàgài de xiǎngfǎ, ránhòu shèjì,

有个大概的想法，然后设计，

(While communicating on WeChat), we get a general idea of what they want, then we work out a design.

453

shèjì wán zài guòlái wén.

设计完再过来纹。

After the client agrees on the design, they can come in to get tattooed.

454

Zhèyàng dehuà gèng lǐxìng xiāofèi.

这样的话更理性消费。

It's more rational this way.

455

Wénshēn qiānwàn bùyào chōngdòng xiāofèi,

纹身千万不要冲动消费，

When it comes to getting a tattoo, one must not be impulsive

456

chōngdòng de jiéguǒ jiùshì hòuhuǐ le.

冲动的结果就是后悔了。

because impulsive decisions often lead to regret.

457

Bǐrú shuō yǒu yī gè kèhù jìnlái dehuà,

比如说有一个客户进来的话，

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If a client walks in,

458

nǐ néng kàn de chūlái tā hěn chōngdòng, nǐ huì bāng tā wén ma?

你能看得出来他很冲动，你会帮他纹吗？

and you can see that he's impulsive, will you tattoo him?

459

Dōu huì gēn tā jiǎngjiě,

都会跟他讲解，

We will always explain things to the potential client.

460

wǒmen jīngcháng huì yǒu yīxiē kèhù bèi wǒmen quàn zǒu,

我们经常会有一些客户被我们劝走，

Some will leave after hearing our advice

461

ránhòu quàn zǒu yǐhòu tā jiù bùhuì zài lái de yě yǒu.

然后劝走以后他就不会再来的也有。

and we never see them again.

462

Wèishénme ne? Yīnwèi dāngshí tā chōngdòng.

为什么呢？因为当时他冲动。

Why? Because they realize they were being impulsive at the time.

463

Jiù xiàng wǒmen jīngcháng qù mǎi yīfu mǎi shénme dōngxi dōu shì chōngdòng,

就像我们经常去买衣服买什么东西都是冲动，

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It's just like how we often impulsively buy clothes or other things,

464

huítóu lěngjìng yī xiǎng, zhège dōngxi bù mǎi yě kěyǐ.

回头冷静一想，这个东西不买也可以。

and after we come home and calm down, we realize that we don't actually need those things.

465

Dànshì wénshēn shì bù yǔnxǔ nǐ qù hòuhuǐ de, yóuqí yīxiē dà miànjī.

但是纹身是不允许你去后悔的，尤其一些大面积。

But regret isn't an option when it comes to tattoos, especially the large ones.

466

Nà yě yǒu kèhù tā xiǎng qīngchū huílai le,

那也有客户他想清楚回来了，

Some of them will come back after they thought it over

467

nà tā zhè cì huílai bù xiàng yǐqián nàme chōngdòng le,

那他这次回来不像以前那么冲动了，

and are not as impulsive as before,

468

shuō wǒ bù zhīdào wén shénme.

说我不知道纹什么。

when they were saying "I don't know what tattoo I want."

469

Tā huì hěn qīngchū de shuō, wǒ xiǎng biǎodá shénme,

他会很清楚地，我想表达什么，

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Now, they will clearly tell you what tattoo they want

470

wǒ xiǎng wén zhège dōngxi dàibiǎo shénme,

我想纹这个东西代表什么,

and what they want it to express.

471

wǒ yǐjīng quèdìng hǎo le, kǎolǜ qīngchu le, OK le,

我已经确定好了, 考虑清楚了, OK了,

They will say, "I already made up my mind and thought it through".

472

ránhòu wǒmen zài qù gěi tā wén.

然后我们再去给他纹。

We will then do the tattoo.

473

Qíshí zhège jiùshì duì tāmen láishuō shì yīzhǒng fùzé,

其实这个就是对他们来说是一种负责,

It's actually our responsibility to explain things to them

474

yīnwèi tāmen duì wénshēn liǎojiě bù duō, wǒmen liǎojiě duō jiù yào gào su tā.

因为他们对纹身了解不多, 我们了解多就要告诉他。

because we know much more about tattoos than they do.

475

Nà chule lǎo kèhù jièshào,

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那除了老客户介绍,

In addition to word of mouth,

476

nǐ hái yǒu shénme qítā de qúdào lái tuīguǎng nǐ de diàn ma?

你还有什么其它的渠道来推广你的店吗?

do you have any other ways to promote your business?

477

Qíshí xiànzài jiùshì hùliánwǎng.

其实现在就是互联网。

The Internet.

478

Xiànzài dàjiā dōu zhīdào, jīhū suǒyǒu de hángyè,

现在大家都知道, 几乎所有的行业,

As we all know, nearly all kinds of businesses are now promoted on the internet.

479

chuántǒng hángyè dōu shì hùliánwǎng, bùguāng shì wǒmen zhè hángyè,

传统行业都是互联网, 不光是我们这行业,

Not only our business but other (more traditional) businesses

480

nǐ xiàng cānyǐn a, fúzhuāng a dēngdēng zhèxiē dōu kào hùliánwǎng.

你像餐饮啊, 服装啊等等这些都靠互联网。

like restaurants, clothing shops, etc, all rely on the internet.

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481

Nǐmen zhège wénshēn diàn yuánlái shì zài Zhūhǎi kāi de, shì ba?

你们这个纹身店原来是在珠海开的，是吧？

Your tattoo shop was originally in Zhuhai, right?

482

Duì, yǐqián zài Zhūhǎi.

对，以前在珠海。

Yes, we were in Zhuhai.

483

Nà wèishénme bān dào Zhōngshān lái le?

那为什么搬到中山来了？

Why did you move to Zhongshan?

484

Yīnwèi yǐqián wǒ zài Běijīng ma,

因为以前我在北京嘛，

I chose Zhongshan because I had lived in Beijing before,

485

nà jiù xiǎng zhǎo yī gè shēnghuó jiézòu màn de, shēnghuó yālì xiǎo de chéngshì.

那就想找一个生活节奏慢的，生活压力小的城市。

and I wanted to live in a city that has a slower pace of life and less pressure.

486

Nà Zhūhǎi jìnnián fāzhǎn sùdù hěn kuài,

那珠海近年发展速度很快，

In recent years, Zhuhai has developed rapidly,

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487

hěn yōngjǐ, xiāofèi yě hěn gāo,

很拥挤，消费也很高，

has become more crowded and the cost of living has increased.

488

nà hòulái shì yīnwèi fángzi mǎi dào Zhōngshān.

那后来是因为房子买到中山。

After moving to Zhongshan, we also bought an apartment.

489

Ránhòu Zhōngshān xiànzài de shēnghuó jiézòu hái shì bǐjiào màn yīdiǎn,

然后中山现在的生活节奏还是比较慢一点，

Afterwards, we have found that the pace of life in Zhongshan is still pretty slow

490

yīnwèi tā bùshì lǚyóu xíng chéngshì,

因为它不是旅游型城市，

because the city is not a tourist destination,

491

nà běndìrén yě bǐjiào duō, shēnghuó yālì bǐjiào dī.

那本地人也比较多，生活压力比较低。

most residents are natives and the pressures of life is relatively low.

492

Dànshì xiāngbǐ dàchéngshì dehuà, nǐ bùhuì juéde kèhù yào shǎo yīdiǎn ma? zhèlǐ

但是相比大城市的话，你不会觉得客户要少一点吗？这里

But don't you think there are less clients here compared to big cities?

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493

Zhèbiān xiāofèi yě dī ma.

这边消费也低嘛。

Yeah, but it's cheaper to live here.

494

Yīnwèi wǒmen shuō le,

因为我们说了,

As we already mentioned before,

495

yàoshi xiǎng zhuànrqián dehuà kěnéng jiù bùhuì zuò zhège,

要是想赚钱的话可能就不会做这个,

if we just wanted to make money we would not be doing this

496

hái huì zuò zhīqián gèng zhuànrqián de hángyè.

还会做之前更赚钱的行业。

- we would have done a more profitable business.

497

Nà wǒmen zhīdào kāidiàn dōu xūyào bàn yī gè yíngyè zhèng,

那我们知道开店都需要办一个营业证,

We all know that you need a business license to open a shop,

498

nàme xiāngbǐ qítā de hángyè, zhège wénshēn diàn bàn zhèng shìbùshì yào nán yīdiǎn?

那么相比其它的行业, 这个纹身店办证是不是要难一点?

is it more difficult to get a license to open a tattoo shop compared to other businesses?

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499

Qíshí wénshēn zài guónèi lái jiǎng, xiànzài shǔyú lǎolao bù qīn, jiùjiu bù ài de yī gè gāngà júmiàn.

其实纹身在国内来讲，现在属于姥姥不亲，舅舅不爱的一个尴尬局面。

In China, the tattoo industry is actually still in an awkward situation.

500

Zhège cóng yī liù nián shí yī yuè guójiā tǒngjìjú cái tǒngjì chū wǒmen zhège hángyè, cái bǎ wǒmen guīhuà chéng zhège hángyè.

这个从16年11月国家统计局才统计出我们这个行业，才把我们规划成这个行业。

It was not until September 2016 that the National Bureau of Statistics released data on the tattoo industry and approved it.

501

Zhèngguī hángyè? | Duì

正规行业? | 对

As a formal industry? | Right.

502

Ránhòu gōngshāng jú cái gěi wǒmen...

然后工商局才给我们...

After that, it was possible for us to apply for a business license

503

cái néng bàn lǐ yíngyè zhízhào.

才能办理营业执照。

from the Industry and Commerce Bureau.

504

Nà wǒmen dào Zhōngshān lái bàn lǐ zhízhào de shíhòu,

那我们到中山来办理执照的时候，

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When we applied for a license in Zhongshan

505

gōngshāng jú gàosu wǒ zhège zànshí bàn bùliǎo,

工商局告诉我这个暂时办不了，

we were told by the Industry and Commerce Bureau that they could not approve our application yet

506

yīnwèi tāmen méi bàn guò, xūyào yī gè héding biāozhǔn.

因为他们没办过，需要一个核定标准。

because they've never done this type of license before and needed to receive approved guidelines.

507

Liúchéng hái méiyǒu xiàlai?

流程还没有下来？

They hadn't received guidelines yet?

508

Duì, dànshì zhège guójiā tǒngyī dōu kěyǐ bàn,

对，但是这个国家统一都可以办，

Right, but the country could accept these type of applications.

509

yīnwèi tāmen méi bàn guò,

因为他们没办过，

It is just that the local government had not done it before

510

jùtǐ de xūyào tíjiāo shénme zīliào, zěnmē qù shěnpī, zěnmē qù fēnlèi zhèxiē,

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具体的需要提交什么资料，怎么去审批，怎么去分类这些，

and did not know what material needed to be submitted, how to approve and classify submitted information and so on.

511

tāmen xūyào kāihuì yánjiū yīxià.

他们需要开会研究一下。

They had to have a meeting to study how to handle this.

512

Tāmen zìjǐ hái dě xiān yào liǎojiě yīxià.

他们自己还得先要了解一下。

They had to first figure out things themselves.

513

Duì, ránhòu dì'èrtiān tāmen cái gěi wǒ dǎdiànhuà,

对，然后第二天他们才给我打电话，

Right. Then the next day, they called me

514

ràng wǒ ná shénme zīliào guòqu bàn.

让我拿什么资料过去办。

and told me to come over and what material to bring.

515

Bànlǐ hěn kuài, dāngtiān jiù xiàlai le, yíngyè zhízhào.

办理很快，当天就下来了，营业执照。

The process was quick, we got our business license that same day.

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516

Ránhòu tāmen de fúwù háishi bǐjiào hǎo.

然后他们的服务还是比较好。

And their service was pretty good.

517

Yīnwèi zài Zhōngshān qíshí wǒ yě yǒu kàndào hěn duō de wénshēn diàn, zài dà jiēshang,

因为在中山其实我也有看到很多的纹身店，在大街上，

I can see there are quite a few tattoo shops on the street,

518

nàme néng bùnéng shuō yīxià nǐ jiā de diàn xiāngbǐ qítā de nàxiē diàn, nǐmen jiā de yōushì zài nǎlǐ?

那么能不能说一下你家的店相比其它的那些店，你们家的优势在哪里？

so what advantages does your tattoo business have compared to others?

519

Bǐrú shuō kěyǐ tāolùn xià jiànkāng hái yǒu ānquán fāngmiàn a.

比如说可以讨论下健康还有安全方面啊。

For example, regarding hygiene and safety?

520

Wǒmen qíshí yōushì zhǐnéng shuō wǒmen jīngyíng tàidu lǐniàn bù yíyàng.

我们其实优势只能说我们经营态度理念不一样。

Our advantage is that our business approach is different.

521

Háishi gāngcái shuō de nà jù huà, jiùshì wǒmen bùshì yǐ zhuànrqián wéi mùdì qù zuò zhè háng,

还是刚才说的那句话，就是我们不是以赚钱为目的去做这行，

As I just said, we are not doing this for money.

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522

rúguǒ yǐ zhuànqián wǒmen jiù bù zuò zhè yī háng le.

如果以赚钱我们就不做这一行了。

If we just wanted to make money, we would not be doing this business.

523

Nà jiù hái shì xǐhuan, suǒyǐ wǒmen yībān zhuīqiú de jiùshì zhìliàng.

那就还是喜欢，所以我们一般追求的就是质量。

We have an interest in it, so we strive for quality

524

Bùguǎn shì wénshēn de zhège guòchéng, shèjì guòchéng, gōutōng guòchéng,

不管是纹身的这个过程，设计过程，沟通过程，

of the tattooing process, the design process, and the communication process.

525

bāokuò wén de zhège guòchéng, zhège dōu yào xiǎng zhìliàng,

包括纹的这个过程，这个都要想质量，

During the tattooing process, we work more carefully

526

jiù dōu yào qù gèng xì huà, gèng rènzhēn.

就都要去更细化，更认真。

and pay more attention to details to attain better quality.

527

Suǒyǐ wǒmen jiù huì gēn kèhù rènzhēn de gōutōng, rènzhēn de shèjì, rènzhēn de qù wén.

所以我们会跟客户认真地沟通，认真地设计，认真地去纹。

We communicate with clients earnestly, design seriously, tattoo carefully.

Talking Business - Being a Tattoo Artist In China

528

Ránhòu yě huì gěi kèhù tígōng yī gè hǎo de yī gè shūshì de huánjìng,

然后也会给客户提供一个好的一个舒适的环境,

[We also provide a comfortable](#)

529

ránhòu yī gè wèishēng huánjìng.

然后一个卫生环境。

[and sanitary environment for our clients.](#)

530

Nà wǒmen yě huì ràng kèhù kàn wǒmen suǒyǒu yòng de dōngxì quán shì yīcìxìng de,

那我们也会让客户看我们所有用的东西全是一次性的,

[We will also show our clients that all the tools we use are disposable.](#)

531

ràng kèhù qù kàn yīyǎn, jiǎnchá yīxià,

让客户去看一眼, 检查一下,

[We invite them to take a closer look and examine.](#)

532

Ānquán yīdiǎn a? | Duì

安全一点啊? | 对

[That's safer? | Yes.](#)

533

ránhòu lái gào sù wǒmen shì gānjìng de, wèishēng de.

然后来告诉我们是干净的, 卫生的。

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Let them judge whether it's clean and sanitary or not.

534

Ránhòu yě huì gēn kèhù duō gōutōng guānyú wénshēn de zhīshi,

然后也会跟客户多沟通关于纹身的知识,

We will also share some tattoo knowledge

535

wénshēn de wénhuà, wénshēn de yīxiē chángshí,

纹身的文化, 纹身的一些常识,

and tattoo culture with our clients

536

ràng gèng duō de kèhù hé péngyou liǎojiě wénshēn.

让更多的客户和朋友了解纹身。

so that they and their friends can understand tattoos better.

537

Zhèyàng dehuà, duìyú wǒmen zhěnggè hángyè láijiǎng shì yǒubāngzhù de.

这样的话, 对于我们整个行业来讲是有帮助的。

In this way, it will be helpful for our whole industry.

538

Wǒmen xīwàng suǒyǒu rén dōu liǎojiě wénshēn de shíhou,

我们希望所有人都了解纹身的时候,

We hope that as people get to understand about tattoos more,

539

nà duìyú wǒmen láishuō yě qīngsōng le hěn duō.

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那对于我们来说也轻松了很多。

it will make our work easier.

540

Nà yě shì, shěngde qù nàge gēn tā jiěshì nàme duō.

那也是，省得去那个跟他解释那么多。

That's true. You won't have to explain so much to them.

541

Duì, gōutōng dehuà jiù huì jiǎnshǎo.

对，沟通的话就会减少。

Right. It will save time in the communication process.

542

Qíshí gōutōng hé shèjì shì hěn fèi shíjiān de. | Quèshí

其实沟通和设计是很费时间的。 | 确实

Communication and designing are actually quite time-consuming. | That's right.

543

Wén dehuà kěnéng jiù zhàn dào zhěnggè wénshēn guòchéng de yībàn huòzhě shì sānfēnzhīyī.

纹的话可能就占到整个纹身过程的一半或者是三分之一。

Tattooing accounts for just a half to a third of the whole process.

544

Nà nǐ huì gēnjù nǎ jǐge fāngmiàn lái bāngzhù tāmen xuǎnzé ne?

那你会根据哪几个方面来帮助他们选择呢？

What do you consider when helping them choose a tattoo?

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545

Bǐrú shuō wǒ xiǎngyào wénshēn, dànshì wǒ bù zhīdào wǒ yào wén shénme,

比如说我想要纹身，但是我不知道我要纹什么，

For example, I don't know what tattoo to choose

546

wǒ yào nǐ tuījiàn dehuà, nǐ zěnmébàn?

我要你推荐的话，你怎么办？

and I'd like your recommendation... what would you do?

547

Yībān shǒuxiān wǒmen shuō zhège tuījiàn, yào xiān gěi wǒmen yī gè fāngxiàng.

一般首先我们说这个推荐，要先给我们一个方向。

Usually, we need to get some idea of what they want before giving a recommendation.

548

Shǒuxiān jiù kàn nǐ xiǎngyào wén shénme sùcái,

首先就看你想要纹什么素材，

First, they need to decide on a theme.

549

bǐrú shuō nǐ xiǎng wén yī zhī lǎohǔ,

比如说你想纹一只老虎，

For example, if they want a tiger,

550

nà zhège lǎohǔ wǒ kěyǐ gěi tā wén zhème dà, wǒ kěyǐ wén zhème dà,

那这个老虎我可以给他纹这么大，我可以纹这么大，

I can make it this big or that big.

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551

wǒ kěyǐ dài yánsè de, bùdài yánsè de.

我可以带颜色的，不带颜色的。

I can make it with or without color.

552

Nà zhège jiù gēn tā qù zài xì huà qù gōutōng, shǒuxiān yàoyǒu yī gè dà de fāngxiàng.

那这个就跟他去再细化去沟通，首先要有一个大的方向。

First get the main direction, then go into details.

553

Tōngcháng gùkè zài wénshēn zhīqián, tāmen huì yǒu nǎxiē gùlǜ ne?

通常顾客在纹身之前，他们会有哪些顾虑呢？

What concerns do your clients usually have before getting a tattoo?

554

Qíshí gùlǜ zuì chángjiàn de dìyī gè shì wénshēn duōshao qián.

其实顾虑最常见的第一个是纹身多少钱。

In fact, the most common concern is how much will it cost.

555

Nǐmen zhèr guì ma?

你们这儿贵吗？

Do you charge much?

556

Qíshí cóng zhěngtǐ shìchǎng láijiǎng, bù guì.

其实从整体市场来讲，不贵。

Overall, it's not expensive.

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557

Wèishénme shuō bù guì ne?

为什么说不贵呢?

Why's that?

558

Wǒ shuō le wénshēn bùshì yīcìxìng xiāofèi.

我说了纹身不是一次性消费。

As I mentioned before, getting a tattoo is not a minor purchase.

559

Bǐrú shuō nǐ wén yī gè zhège huā bì, jǐqiān kuài qián, yī wàn kuài qián,

比如说你纹一个这个花臂，几千块钱，一万块钱，

For example, a whole-arm tattoo may cost thousands of yuan

560

yějiùshì píngguǒ yī tái shǒujī.

也就是苹果一台手机。

which is about the price of an iPhone.

561

Píngguǒshǒujī nǐ yòng jǐnián? Liǎng dào sān nián.

苹果手机你用几年？两到三年。

How long will you use your iPhone? Two to three years.

562

Zhège shì yībèizi!

这个是一辈子！

But tattoos last a lifetime!

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563

Suǒyǐ píngjūn xiàlai de jiàgé shì bù guì de.

所以平均下来的价格是不贵的。

So on average, tattoos are not expensive.

564

Bìngqiě zhège nǐ mǎi shǒujī kěyǐ yīcìxìng fùkuǎn, yě kěyǐ fēnqīfùkuǎn,

并且这个你买手机可以一次性付款，也可以分期付款，

Also, when you buy a phone, you can chose to pay in full or in instalments.

565

nà wǒmen de yě shì yīyàng de, àn xiǎoshí shōufèi,

那我们的也是一样的，按小时收费，

The same goes for getting a tattoo here, which is charged by the hour.

566

zhěnggè gēbo kěnéng yòng shí sìshí gè xiǎoshí huòzhě sānshí gè xiǎoshí,

整个胳膊可能用时四十个小时或者三十个小时，

A whole-arm tattoo may take thirty to forty hours.

567

Wǒ jīntiān lái wén wǔ gè xiǎoshí, wǒ jiù fù le wǔ gè xiǎoshí de fèiyòng.

我今天来纹五个小时，我就付了五个小时的费用。

If we spend 5 hours in a session, you just pay for 5 hours.

568

Shì dāngtiān jiù fù de?

是当天就付的？

Pay for it on the same day?

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569

Duì, wén wán yǐhòu,

对，纹完以后，

Yes, they pay after the session.

570

jīntiān yòng le wǔ gè xiǎoshí jiù fù wǔ gè xiǎoshí de qián.

今天用了五个小时就付五个小时的钱。

If we spend 5 hours, they pay 5 hours.

571

Nà jiù gēn chūzūchē dǎbiǎo yīyàng,

那就跟出租车打表一样，

It's just like getting a taxi,

572

wǒ pǎo le duōshao gōnglǐ, nǐ gěi duōshao qián zhèyàng.

我跑了多少公里，你给多少钱这样。

you pay for the distanced traveled.

573

Xiàcì nǐ zài lái jìxù jiù hǎo le.

下次你再来继续就好了。

So it's ok to just continue next time?

574

Duì, suǒyǐ tā yě xiāngdāngyú fēnqīfùkuǎn.

对，所以它也相当于分期付款。

Yes, so it's just like purchasing on an instalment plan.

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575

Nà yǒude kèhù huì yǒu yī gè gùlǜ, gùlǜ shénme ne?

那有的客户会有一个顾虑，顾虑什么呢？

Then some clients might have a concern... what concern...?

576

Nǐ zhège àn xiǎoshí shōufèi huìbùhuì tuōyánshíjiān? | Duì a!

你这个按小时收费会不会拖延时间？ | 对啊！

That, since you charge by the hour, you will work slower. | Right!

577

Dànshì wǒmen zìjǐ xiǎng, cóng wǒmen de lǐlùn shàng láijiǎng,

但是我们自己想，从我们的理论上来讲，

But, there are technical limitations

578

zhège pífū tā bèi zhēn zhā de biàn shǔ shì yǒu yāoqiú de, nǐ guòduō huì zàochéng pífū sǔnshāng,

这个皮肤它被针扎的遍数是有要求的，你过多会造成皮肤损伤，

on how many times you can puncture skin before you start causing skin damage

579

pífū sǔnshāng tā huì zēngshēng.

皮肤损伤它会增生。

and the damage can become aggravated.

580

nà wǒmen wèile wénshēn zhìliàng láijiǎng,

那我们为了纹身质量来讲，

So, if we want to do a quality tattoo,

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581

shì bùkěnéng zài zhèr fǎnfù zhā de.

是不可能在这儿反复扎的。

we cannot keep on puncturing the same skin (for the sake of prolonging the time).

582

Dì'èr gè, kèhù tā yě bù shǎ,

第二个，客户他也不傻，

Besides, clients are not stupid.

583

tā jīntiān gǎnjué nǐ gěi tā làngfèi shíjiān huòzhě tuōyánshíjiān,

他今天感觉你给他浪费时间或者拖延时间，

If they feel that you're wasting time or deliberately slowing down,

584

tā xiàcì hái huì zài lái ma?

他下次还会再来吗？

will they come back next time?

585

Nà wǒmen hái huì yǒu nàme duō lǎo kèhù jièshào ma? | Nà yě shì!

那我们还会有那么多老客户介绍吗？ | 那也是！

Will we still have many regular clients referring us to their friends? | That's true.

586

Kèhù hái huì gùlǚ shuō, yǐqián de wénshēn dōu shì àn tú'àn shōufèi,

客户还会顾虑说，以前的纹身都是按图案收费，

Some clients wonder why we now charge by the hour

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587

wèishénme xiànzài shì àn xiǎoshí shōufèi?

为什么现在是按小时收费?

when before we used to charge by the tattoo.

588

Qíshí àn xiǎoshí shōufèi wǒmen rènwéi xiànzài shì zuì gōngpíng de shōufèi fāngshì.

其实按小时收费我们认为现在是最公平的收费方式。

We believe that charging by the hour is the fairest way.

589

Wèishénme?

为什么?

Why?

590

Zuò gè bǐfāng, zhè yī gè huā bì, wǔ qiān kuài, duì ba?

作个比方, 这一个花臂, 五千块, 对吧?

For example, a whole-arm tattoo cost 5000 yuan, okay?

591

Nà wǒ shì bǐjiào shòu de, nà pàng de ne? Wǔ qiān kuài? Néng yīyàng ma?

那我是比较瘦的, 那胖的呢? 五千块? 能一样吗?

I am kind of slim. But what if I was big? Should it still cost 5000 yuan?

592

Tā de wéi dù bù yīyàng.

它的围度不一样。

The circumferences are different.

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593

Nà yī mǐ wǔ de shēngāo hé yī mǐ bā de gēbo jiù bù yī yàng cháng.

那一米五的身高和一米八的胳膊就不一样长。

The arm of a 5'9 man is much longer than that of a 4'9 man.

594

Miànjī bù yī yàng le.

面积不一样了。

The areas are different.

595

Zhè shì dì yī.

这是第一。

That's the first point.

596

Dì'èr, nǐ liǎ wén de nèiróng yī yàng ma?

第二，你俩纹的内容一样吗？

The second point is: is the complexity of the tattoo the same?

597

Nǐ shuō wǒ wén yī gè zhíwù, wǒ wén yī gè rén wù,

你说我纹一个植物，我纹一个人物，

Consider a design of a plant and a human figure,

598

zhíwù hé rén wù tā de fùzá chéngdù bù yī yàng, duì ba? | Duì

植物和人物它的复杂程度不一样，对吧？ | 对

they have different complexities, right? | Right.

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599

Suǒyǐ shuō yǒudeshíhòu wǒmen yī gè huā bì, wǒ shí gè xiǎoshí néng wánchéng, jiǎndān de, gēbo bǐjiào shòu de.

所以说有的时候我们一个花臂，我十个小时能完成，简单的，胳膊比较瘦的。

So, we can finish a simple whole-arm tattoo in ten hours for a slim client.

600

Nà yǒude bǐjiào fùzá de, gēbo bǐjiào cū de, nǐ sānshí gè xiǎoshí yě wán bùchéng.

那有的比较复杂的，胳膊比较粗的，你三十个小时也完不成。

But a complicated one on a thick arm may take more than 30 hours.

601

Suǒyǐ nǐ yīcìxìng dìngjià shì bù gōngpíng de.

所以你一次性定价是不公平的。

So charging by the tattoo is not fair (to us).

602

Chúle gānggang kǎolǜ dào de jiàqián wèntí,

除了刚刚考虑到的价钱问题，

Besides the price issue we just considered,

603

rúguǒ shuō wǒ zuòwéi gùkè dehuà, wǒ kěnéng zuì gùlǜ de yī gè shì ānquánwèntí.

如果说我作为顾客的话，我可能最顾虑的一个是安全问题。

I would also worry about the safety issue, if I was a client.

604

Tā duì shēntǐ yǒu méiyǒu shānghài ne?

它对身体有没有伤害呢？

Does it harm our body?

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605

Qíshí wénshēn zhège dōngxi rúguǒ yǒu shānghài,

其实纹身这个东西如果有伤害，

If tattoos were harmful,

606

guówài yě hǎo, guónèi yě hǎo, tā yě zǎojiù bǎ tā jìnzhǐ le.

国外也好，国内也好，它也早就把它禁止了。

they would have been banned both in China and abroad long ago.

607

Bǐrú shuō wénshēn lǐmiàn yǒu yī gè xiànzài guónèi guówài dōu jìnzhǐ de shì yíngguāng de.

比如说纹身里面有一个现在国内国外都禁止的是荧光的。

For example, fluorescent tattoos are now banned in China and abroad.

608

Jiùshì zài zhège jiǔbā lǐmiàn, | Wǎnshang de shíhou huì fāliàng?

就是在这个酒吧里面， | 晚上的时候会发亮？

The ones you may see in bars. | The ones that glow at night?

609

Duì, yíngguāng sè de zhège

对，荧光色的这个

Yes, the fluorescent ones.

610

Nà zhège shì jìnzhǐ de.

那这个是禁止的。

Those are banned.

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611

Wèishénme? Tā nàge yíngguāng fěn shì zhì'ái de.

为什么？它那个荧光粉是致癌的。

Why? Because phosphor powder is carcinogenic.

612

Bíngqiě tā bùnéng cháng shíjiān tíngliú zài zhèlǐ,

并且它不能长时间停留在这里，

If it stays in your skin for a long time,

613

tā huì bèi réntǐ xīshōu, nà jiù huì dǎozhì áizhèng,

它会被人体吸收，那就会导致癌症，

your body will absorb it, which will lead to cancer.

614

suǒyǐ quánshìjiè xiànzài jìnzhǐ de.

所以全世界现在禁止的。

So now it's been banned worldwide.

615

Nà wénshēn de sè liào, tā xiànzài zhège sè liào dōu shì zhíwù sè liào.

那纹身的色料，它现在这个色料都是植物色料。

As for tattoo pigments, they are now made from pure plant extracts.

616

Zhíwù de, nà tā zhège bùhuì duì shēntǐ yǒu shānghài.

植物的，那它这个不会对身体有伤害。

Therefore, the pigments are harmless to the body.

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617

Hěn duō kèhù tā huì wùhuì shuō wǒ wén wán shēnshang fāhóng a,

很多客户他会误会说我纹完身上发红啊,

Some clients misunderstand when they believe that the skin redness they get after getting tattooed is caused by the tattoo pigments.

618

Duì a, gèzhǒngyánsè.

对啊, 各种颜色。

Understandable, since there are so many different colors there.

619

tā bùhuì shuō bǎifēnzhībǎi OK, nà yǒu jí gèbié de rén,

它不会说百分之百OK, 那有极个别的人,

Clients cannot experience 100% allergy-free reaction to the tattoo pigments, although there are some exceptions.

620

bǐrú shuō xiàng jiǔjīng, yǒude rén hējiǔ jiù guòmǐn, nà sè liào yě shì yīyàng.

比如说像酒精, 有的人喝酒就过敏, 那色料也是一样。

Just like some people are allergic to alcohol, some people are also allergic to tattoo pigments.

621

Yǒude rén wén wán shēn yǐhòu tā huì yǒu yī gè pái yì,

有的人纹完身以后他会有一个排异,

Some clients may experience an allergic reaction after they get tattooed

622

jiùshì tā shēntǐ jiēshòu zhège sè liào xūyào yīdìng de shíjiān.

就是他身体接受这个色料需要一定的时间。

because their skin needs some time to get used to the pigments.

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623

Nà zhèngcháng dehuà, wǒmen shuō yī xīngqī jiù huīfù hǎo le,

那正常的话，我们说一星期就恢复好了，

Normally, it takes about one week.

624

nà yǒude rén kěnéng yī gè yuè tā huì yǒuyīxiē hóng a,

那有的人可能一个月它会有一些红啊，

Some people might experience redness (caused by the tattoo pigments) for a month.

625

Huòzhě shì tā rénwéi zàochéng de, bǐrú yǐnshí,

或者是他人为造成的，比如饮食，

Or, it could be other things (that are causing the prolonged redness). For example, diet.

626

tā wén wán shēn yǐhòu zhège pífu xíngchéng yī gè shāngkǒu, chuāngshāng,

他纹完身以后这个皮肤形成一个伤口、创伤，

The tattoo is like a wound to the skin.

627

tā qù chī hǎixiān, tā qù hējiǔ, tā qù chī xīnlà de, dǎozhì le guòmǐn.

他去吃海鲜，他去喝酒，他去吃辛辣的，导致了过敏。

Eating seafood, drinking alcohol, or eating spicy foods could be the cause (for the prolonged redness).

628

Tā rènwéi shì wénshēn de wèntí.

他认为是纹身的问题。

But they think it's the tattoo itself.

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629

Háiyǒu yīxiē bǐrú shuō tā yóuyǒng, nà shuǐ hěn zāng, tā fāyán le,

还有一些比如说他游泳，那水很脏，它发炎了，

In addition, swimming in unclean water can also cause an inflammation.

630

tā rènwéi nǐ zhè wén de bù gānjìng a,

他认为你这纹得不干净啊，

A client may think it was caused by unclean tattooing procedures,

631

qíshí shì tā hòuqī zàochéng de.

其实是他后期造成的。

when in fact, they created the problem later.

632

Nǐ gānggang jiǎng le wénshēn nǚháizi kěnéng huì rěnrǎu de gèngjiǎ cháng yīdiǎn,

你刚刚讲了纹身女孩子可能会忍受得更加长一点，

You said that women are more tolerant to pain,

633

dànshì wǒ hái shì xiǎng wèn yīxià wénshēn dào dǐ tòng bù tòng?

但是我还是想问一下纹身到底痛不痛？

but I still wonder whether getting tattooed hurts?

634

Tòng, zhège kěndìng shì tòng de.

痛，这个肯定是痛的。

It hurts. Of course it hurts.

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635

Yǒu méiyǒu pèngdào guò gùkè zhēn de hěn pà téng, ránhòu dà jiào de nàzhǒng?

有没有碰到过顾客真的很怕疼，然后大叫的那种？

Have you ever had any clients who had low pain tolerance and screamed (during the tattooing).

636

Yǒu, yě yǒu kū de.

有，也有哭的。

Yes, some even cried.

637

Yǒude téng de kū, diào yǎnlèi de.

有的疼得哭，掉眼泪的。

Some broke into tears because of the pain.

638

Nà yě yǒu jiùshì wén shuìzháo de.

那也有就是纹睡着的。

Some have fallen asleep during the tattooing.

639

Jiùshì gǎnjué jiùshì tài màn le,

就是感觉就是太慢了，

They feel that the tattooing is too slow.

640

"nǐ néng kuàidiǎn ma? Wǒ yǒudiǎn kùn le, lèi le."

“你能快点吗？我有点困了，累了。”

They say: "Can you speed it up? I feel sleepy and tired."

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641

Yīnwèi tā yǒudeshíhòu huì zuò zhe jǐge xiǎoshí, huòzhě shì tǎng zàinar, zhège shì hěn lèi de.

因为他有的时候会坐着几个小时，或者是躺在那儿，这个是很累的。

Sometimes they have to sit or lie there for hours which can be very tiring.

642

Tā kěyǐ shuì ma?

他可以睡吗？

Is it okay for them to fall asleep?

643

Kěyǐ, zhǐyào tā bùdòng jiù hǎo.

可以，只要他不动就好。

It's okay as long as they don't move.

644

Yǒu méiyǒu pèngdào shízài shì tòng de rěnshòu bùliǎo, ránhòu zhōngtú fàngqì de gùkè?

有没有碰到实在是痛得忍受不了，然后中途放弃的顾客？

Were there any clients who gave up halfway because it was too painful?

645

Yǒu... nà zhèzhǒng zài wén zhīqián huì gēn kèhù jiǎng, wǒmen huì yǒu yī gè yùjì shíjiān,

有... 那这种在纹之前会跟客户讲，我们会有一个预计时间，

Yes... Before tattooing, we will tell our clients the estimated time needed to complete a tattoo.

646

bǐrú shuō nǐ zhège tú'àn kěnéng huì shí gè xiǎoshí wánchéng,

比如说你这个图案可能会十个小时完成，

For example, it might take 10 hours to complete this tattoo.

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647

nà shí gè xiǎoshí kěndìng bùhuì yīcìxìng,

那十个小时肯定不会一次性,

And it's impossible to finish it in one session

648

yīnwèi wǒmen yùjiàn nánhái zuìduō de jiùshì yīcìxìng chéngshòu jiǔ gè xiǎoshí de,

因为我们遇见男孩最多的就是一次性承受九个小时的,

because the longest session we had was 9 hours with a male client.

649

jiù yī tiān jiǔ gè xiǎoshí, zhè yǐjīng suàn zuì cháng de le.

就一天九个小时, 这已经算最长的了。

That was 9 hours in just one day, which was a very long time.

650

Dàn wǒmen kěndìng yào àn píngjūn de suàn, jiù dàgài wǔ gè xiǎoshí,

但我们肯定要按平均的算, 就大概五个小时,

So we have to divide long time periods into five hours sessions.

651

suǒyǐ shí gè xiǎoshí nǐ yào fēn liǎng cì, huòzhě shì sāncì.

所以十个小时你要分两次, 或者是三次。

So we need to have 2 to 3 sessions for a 10-hour tattoo.

652

Yīcì sān gè duō xiǎoshí, nǐ wén sāncì,

一次三个多小时, 你纹三次,

We will need to have 3 sessions that are around 3 hours each.

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653

nà zhèzhǒng huì gēn tā tíqián jiǎng.

那这种会跟他提前讲。

We will explain this to the client in advance.

654

Nà yǒu hěn duō kèhù jiùshì dìyīcì wén wán, dì'èrcì jiù bù lái le.

那有很多客户就是第一次纹完，第二次就不来了。

Some clients never come back after the first session!

655

Nà zhè wén yībàn zěnme xíng?

那这纹一半怎么行？

What can they do with half a tattoo?

656

Qíshí wén yībàn, tā...

其实纹一半，他...

Actually, with half a tattoo they...

657

shì zhèyàng de,

是这样的，

Well, the tattooing process goes like this:

658

wǒmen zhège guòchéng shǒuxiān xiān bǎ tā yī gè lúnkuò xiān zuò chūlái, xiān bǎ xiàntiáo dōu zuò chūlái,

我们这个过程首先先把它一个轮廓先做出来，先把线条都做出来，

in the first session, we draw an outline of the design.

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659

nà dì'èrcì lái shàngsè,

那第二次来上色,

In the second session, we color it.

660

suǒyǐ nǐ kàndào hěn duō rén wénshēn jiùshì zhǐyǒu xiàntiáo, méiyǒu sè.

所以你看很多纹身就是只有线条, 没有色。

And that's why you see so many people having only the outline of a tattoo, without colors.

661

Nà shì pà téng de rén!

那是怕疼的人!

Those are the ones who are afraid of pain!

662

Duì! tā yī gè shì pà téng, huòzhě shì méi shíjiān,

对! 他一个是怕疼, 或者是没时间,

Right. Maybe they are afraid of the pain,

663

huòzhě shì méiyǒu jīhuì, ránhòu hái yǒu jiùshì fèiyòng.

或者是没有机会, 然后还有就是费用。

or they don't have the time to continue, or because of the cost.

664

Méi qián?

没钱?

No money?

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665

Duì, duōge yuányīn ba.

对，多个原因吧。

Yes. There could be many reasons.

666

Nà xiàng zhèzhǒng fēicháng pà téng de rén dào nǐmen zhèr lái, yǒu méiyǒu yāoqiú guò...

那像这种非常怕疼的人到你们这儿来，有没有要求过...

Did any clients who were afraid of the pain ask for...

667

Yǒu méiyǒu guò gùkè yāoqiú nǐmen shǐyòng mázuì de? | Yǒu

有没有过顾客要求你们使用麻醉的？ | 有

Did any clients ask you to use anesthetics? | Yes.

668

Kěyǐ ma? | Bùkěyǐ

可以吗？ | 不可以

Could you? | No.

669

Wèishénme?

为什么？

Why?

670

Zhège shǒuxiān dìyī gè wǒmen zìjǐ diàn lǐ shì jìnzhǐ shǐyòng máyào de.

这个首先第一个我们自己店里是禁止使用麻药的。

First of all, anesthetics are prohibited in our shop.

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671

Suǒyǒu kèhù lái bāokuò zīxún de wǒmen gàosu tā,

所有客户来包括咨询的我们告诉他，

We tell all our clients, including those who come for advice,

672

wǒmen shì méiyǒu shǐyòng máyào de.

我们是没有使用麻药的。

that we don't use anesthetics.

673

Yīnwèi shǐyòng máyào ne, guónèi xiànzài duì zhège hángyè (wénshēn) shì jiānguǎn kòngbái de,

因为使用麻药呢，国内现在对这个行业（纹身）是监管空白的，

In China there is right now a regulatory gap

674

suǒyǐ máyào hángyè yě shì zhèyàng de.

所以麻药行业也是这样的。

in regards to the anesthetics and tattoo industry.

675

Nà wǒmen xiànzài zài shìmiàn shàng jiàndào de yīxiē máyào, tā de qúdào

那我们现在在市面上见到的一些麻药，它的渠道

Let's talk about the current sources of the anesthetics on the market.

676

Shǒuxiān dìyī gè nǐ yàoshi zhèngguī de qúdào guòlái,

首先第一个你要是正规的渠道过来，

If they are from legal sources,

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677

nà nǐ kěndìng yǒu yīxiē yīliáo de zīzhì cái néng mǎi dào zhèngguī de yào.

那你肯定有一些医疗的资质才能买到正规的药。

you have to have the related qualification to obtain them.

678

Rúguǒ nǐ méiyǒu zhège zīzhì, nǐ mǎi dào de dōu shì fēi zhèngguī de.

如果你没有这个资质，你买到的都是非正规的。

If you don't have the qualification, all you can get are the illegal ones.

679

Suǒyǐ shuō shì fēifǎ de?

所以说是非法的？

So it's illegal?

680

Zhège fēi zhèngguī de, duì a, fēi zhèngguī dehuà cóng fǎlǜ shàng lái jiǎng,

这个非正规的，对啊，非正规的话从法律上来讲，

Right. It's illegal according to the law.

681

guónèi shì yǒu yāoqiú de,

国内是有要求的，

This is the requirement for using anesthesia in China:

682

zhǐyǒu chíyǒu mázuìshī zīgé zhèng de mázuìshī cái kěyǐ qù shǐyòng máyào.

只有持有麻醉师资格证的麻醉师才可以去使用麻药。

only certified anesthesiologist can use anesthesia.

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683

Dàn wǒmen wénshēn shī xiànzài xiǎng kǎo yī gè zhèngshū dōu méiyǒu,

但我们纹身师现在想考一个证书都没有,

Tattoo artist cannot get certified to use anesthesia.

684

nǐ zěnmē kěnéng qù kǎo mázuìshī ne? duì ba?

你怎么可能去考麻醉师呢? 对吧?

How can we seek the services of an anesthesiologist, right?

685

Ránhòu dì'èr gè zhège mázuì de qúdào, shēngchǎn, zhège dōu méiyǒu shénme zhízhào.

然后第二个这个麻醉的渠道、生产, 这个都没有什么执照。

Furthermore, some anesthetics are produced by unlicensed manufacturers.

686

Shuōbáile jiùshì sān wú chǎnpǐn.

说白了就是三无产品。

They are substandard products.

687

Suǒyǐ nǐmen shì méiyǒu yòng máyào de?

所以你们是没有用麻药的?

So you've never use anesthetics?

688

Duì, ránhòu zhège shì dìyī diǎn, jiùshì chǎnpǐn hé shǐyòng wéifǎ.

对, 然后这个是第一点, 就是产品和使用违法。

Right. This is the first point: illegal usage and illegal products.

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689

Dì'èr ne, fēngxiǎn

第二呢，风险

The second point is risk.

690

Zhège nǐ shǐyòng de máyào guòliàng,

这个你使用的麻药过量，

That is, anesthetics overdose.

691

yīnwèi wǒmen guónèi yǒu hěn duō jiùshì shǐyòng máyào dǎozhì rén sǐwáng de ànlì chūxiàn.

因为我们国内有很多就是使用麻药导致人死亡的案例出现。

There have been quite a few deaths caused by anesthetics overdose in China.

692

Bǐrú shuō tā tú dào le yīxiē wàipí shàng, nà wǒmen hěn duō kèhù lǐjiě shì, tú dào biǎopí shì méiguānxi de a.

比如说它涂到了一些外皮上，那我们很多客户理解是，涂到表皮是没关系的啊。

Many of our clients think that it's not a big deal to apply anesthesia to the skin.

693

Dànshì nǐ bùyào wàng le, nǐ zhēn shì yào bǎ pífū zhā pò de.

但是你不要忘了，你针是要把皮肤扎破的。

But don't forget, the needle is going to pierce the skin.

694

Tā huì shènrù

它会渗入。

It will go under the skin.

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695

Zhā pò yǐhòu shì bèi shēntǐ xīshōu de.

扎破以后是被身体吸收的。

The substance injected will be absorbed by the body.

696

Xīshōu dào xuèyè lǐmiàn, jìnrù dào gānzàng nèizàng zhèxiē,

吸收到血液里面，进入到肝脏内脏这些，

It will then get to your liver and other internal organs through your blood,

697

shénme fǎnyìng shuí néng quèdìng?

什么反应谁能确定？

who can be sure what will happen next?

698

Zài nǐ jīngyíng zhège wénshēn diàn de guòchéng zhōng,

在你经营这个纹身店的过程中，

Who are your most memorable clients so far?

yǒu méiyǒu pèngdào guò lìng nǐ yìnxiàng zuì shēnkè de gùkè?

有没有碰到过令你印象最深刻的顾客？

Who are your most memorable clients so far?

699

néng bùnéng fēnxiǎng yīxià?

能不能分享一下？

Can you tell us about them?

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700

Qíshí zuì shēnkè de kèhù hǎo duō.

其实最深刻的客户好多。

Actually, there have been many memorable clients.

701

Néng bùnéng jiǎng yī gè zuì shēnkè de?

能不能讲一个最深刻的？

Can you tell us about the most memorable one?

702

Zuì shēnkè de... suísuí biànbàn, wǒmen yǒu gè xīzàng de yī gè kèhù, nǚhái.

最深刻的... 随随便便，我们有个西藏的一个客户，女孩。

The most memorable was a female client from Tibet.

703

Jiù wénshēn hěn shàngyǐn | Hěn shàngyǐn?

就纹身很上瘾 | 很上瘾？

She's addicted to tattoos. | Addicted?

704

Duì, jiù hěn xiǎo de tú'àn, ránhòu měitiān lái, lái le sān sì tiān.

对，就很小的图案，然后每天来，来了三四天。

Yes, she always chose some small designs and kept coming back, 3 or 4 days in a row.

705

Jīntiān lái, ránhòu dì'èrtiān yīdàzǎo jiù wǒ yào qù zài wénshēn.

今天来，然后第二天一大早就我要去再纹身。

One day she would get a tattoo, and the next morning she would want another one!

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706

Ránhòu yě yǒu niánlíng bǐjiào dà de, jiù wǔ liùshí suì de zhèzhǒng.

然后也有年龄比较大的，就五六十岁的这种。

We also have older clients in their 50s and 60s.

707

Yǒu méiyǒu pèngdào guò bùhǎo de gùkè, jiùshì bùhǎo de jīngyàn ne? | Yě yǒu...

有没有碰到过不好的顾客，就是不好的经验呢？ | 也有...

Were there any bad clients or bad experiences? | Yes...

708

Dǎkāi mén zuòshēngyì ma, shénmeyàng de rén dōu yǒu.

打开门做生意嘛，什么样的人都有。

There are all kinds of clients.

709

Bǐrú shuō zhège kèhù ne shuǎngyuē de, shì wǒmen bù xǐhuan de.

比如说这个客户呢爽约的，是我们不喜欢的。

For example, a client not showing up for their appointment will upset us

710

Yīnwèi wǒmen měitiān de gōngzuòshíjiān dōu shì tíqián ānpái hǎo de.

因为我们每天的工作时间都是提前安排好的。

because every day our work is arranged ahead of time.

711

Nà yùyuē hǎo le yǐhòu tā bù lái, ránhòu dì'èrcì yùyuē hái shuǎngyuē, hái fàng wǒmen gēzi,

那预约好了以后他不来，然后第二次预约还爽约，还放我们鸽子，

There was a client who stood us up twice.

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712

ránhòu dì sān cì lái le yǐhòu qián yòu bùdài gòu,

然后第三次来了以后钱又不带够，

And the third time, he came without enough money.

713

wén wán le gàosu wǒmen méi qián.

纹完了告诉我们没钱。

After we finished the tattoo, he told us that he had no money.

714

Bùshì tíqián shōufèi de ma?

不是提前收费的吗？

You don't charge in advanced?

715

Wǒmen yīnwèi ànshí ma,

我们因为按时嘛，

No. We charge by the hour.

716

jiù jīntiān bǐrú shuō wén le sān gè xiǎoshí, wǒmen zài shōu sān gè xiǎoshí de qián.

就今天比如说纹了三个小时，我们再收三个小时的钱。

If we spend 3 hours in today's session, we charge for the 3 hours.

717

Nǐmen zhèr shì bù jiēshōu wèichéngniánrén de?

你们这儿是不接收未成年人的？

You don't serve minors here?

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718

Duì, bù jiēshōu wèi chéngnián.

对，不接收未成年。

Right, no minors.

719

Shì fēifǎ háishi shuō nǐmen bùxiǎng jiēshōu? | Qíshí...

是非法还是说你们不想接收？ | 其实...

Is it illegal or you just don't want to? | Actually...

720

Yīnwèi wénshēn wǒmen shuō le tā de tèdiǎn shì yībèizi qù bù diào,

因为纹身我们说了它的特点是一辈子去不掉，

As we all know, tattoos last a lifetime,

721

nà tā méi mǎn shíbā suì, tā de pànduàn nénglì shì bùkěnéng ràng tā zuò yībèizi de.

那他没满18岁，他的判断能力是不可能让他做一辈子的。

and the judgement of those who are under 18 isn't good enough to make a lifetime decision for themselves.

722

Suǒyǐ wǒmen jiànyì kèhù mǎn shíbā suì yǐhòu | Zài guòlái? | Duì

所以我们建议客户满18岁以后 | 再过来？ | 对

That's why we advice the minors to come again after they turn 18. | Come again? | Right.

723

Zhèyàng dehuà, cóng fǎlǜ shàng láijiǎng yě hǎo, cóng dàodé shàng láijiǎng, nà zhège dōu shuō de tōng.

这样的话，从法律上来讲也好，从道德上来讲，那这个都说得通。

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It's better that way, both legally and morally.

724

Yǒu méiyǒu māma dài xiǎohái guòlái wénshēn de? | Yǒu

有没有妈妈带小孩过来纹身的? | 有

Did any moms bring their child to get a tattoo? | Yes.

725

Shì ma?

是吗?

Really?

726

Wǒmen qiánduàn shíjiān jiù yǒu yī gè nǚhái, tā lái fùgài shāngbā,

我们前段时间就有一个女孩, 她来覆盖伤疤,

There was a girl a while ago. She came to get a tattoo to cover up a scar.

727

fùgài yī gè shǒuwàn shàng de shāngbā.

覆盖一个手腕上的伤疤。

She had a scar on her wrist.

728

Nà tā jiùshì wèi mǎn shíbā suì,

那她就是未满十八岁,

She was under 18.

729

wèi mǎn shíbā suì wǒmen jiù xūyào jiānhùrén de péitóng.

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未满十八岁我们就需要监护人的陪同。

Those who are under 18 must be accompanied by a guardian.

730

Ránhòu gēn tā mǔqīn liǎ, liǎ gè rén zài nàr gōutōng yìjiàn,

然后跟她母亲俩，俩个人在那儿沟通意见，

Her mother worked with her

731

wén shénme hǎo, wén duō dà, wén shénme wèizhi děngděng zhèxiē.

纹什么好，纹多大，纹什么位置等等这些。

on choosing the tattoo design, size, placement, etc.

732

Māma dài guò lái de duō bù duō?

妈妈带过来的多不多？

Are cases like that common?

733

Yě yǒu jǐ ge

也有几个

There were a few ones.

734

Ránhòu yě yǒu māma lái bù liǎo de, shì pín tōng huà ma.

然后也有妈妈来不了的，视频通话嘛。

Some mothers communicated with us through video chat because they can't make it in person.

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735

Jiùshì yào zhēngqiú fùmǔ tóngyì, fùmǔ yǔnxǔ le cái kěyǐ zuò.

就是要征求父母同意，父母允许了才可以做。

So a minor needs to get the parent's permission to get a tattoo.

736

Nà zuìhòu néng bùnéng qǐng nǐ shuō yīxià nǐ duì wèilái de guīhuà?

那最后能不能请你说一下你对未来的规划？

Finally, I would like to ask you about your future plans.

737

yǒu méiyǒu xiǎng guò qù qítā de dàchéngshì kāidiàn ne?

有没有想过去其它的大城市开店呢？

Do you have any thoughts about opening future shops in other big cities?

738

Zhège zànshí zhè wǔ nián zhīnèi méiyǒu kǎolù.

这个暂时这五年之内没有考虑。

Not in the next 5 years

739

Yīnwèi zìjǐ hái xūyào jìnbù, ránhòu hái xūyào jīlěi jīngyàn,

因为自己还需要进步，然后还需要积累经验，

because we still need to learn more and gain more experience,

740

háiyǒu jiùshì wǒmen de jīnglì hěn yǒuxiàn.

还有就是我们的精力很有限。

and our energy is quite limited.

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741

Rúguǒ shuō zài qítā dìfāng qù kāidiàn, nà wǒmen zhāopìn de wénshēn shī,

如果说在其它地方去开店，那我们招聘的纹身师，

If we want to open a new shop elsewhere, we would need to hire tattoo artists

742

tā de jìshù shuǐpíng, bāokuò tā de zhèzhǒng lǐniàn, duì wénshēn de tàidu shìfǒu yīzhì.

他的技术水平，包括他的这种理念，对纹身的态度是否一致。

who are skilled and share our ideas and attitudes towards tattoos.

743

Suǒyǐ yǒu hěn duō yīnsù zài lǐmiàn.

所以有很多因素在里面。

So there are many factors to consider.

744

Kěnéng wǒmen zànshí zhè jǐnián néng bǎ zhège diàn zuò chūsè

可能我们暂时这几年能把这个店做出色

Perhaps we can make this shop outstanding in the next few years.

745

Duì, zànshí de xiǎngfǎ jiùshì zhèyàng.

对，暂时的想法就是这样。

That's our plan for now.

746

Xiān bǎ diàn, zìjǐ de diàn xiān ràng gèng duō rén zhīdào, ràng gèng duō rén liǎojiě wénshēn,

先把店，自己的店先让更多人知道，让更多人了解纹身，

First, we would like to have more people know about our shop and tattoos.

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747

ràng gèng duō de kèhù rènkě, qù mǎnyì, zhè shì zuì guānjiàn de.

让更多的客户认可，去满意，这是最关键的。

Earning the trust and satisfaction of more clients is our top priority.

748

Hǎo, nà zuìhòu wǒ jiù xiǎng qǐngwèn yīxià,

好，那最后我就想请问一下，

OK. Before we go,

749

jiǎrú yǒu tōngguò zhège shìpín xiǎngyào liǎojiě nǐmen diàn de péngyou,

假如有通过这个视频想要了解你们店的朋友，

for those who are watching this video and want to know more about your shop,

750

zěnmeyàng néng liánxì dào nǐ ne?

怎么样能联系到你呢？

how should they contact you?

751

Zhège hěn jiǎndān.

这个很简单。

That's easy.

752

Bǎidù sōusuǒ, sōusuǒ wǒmen de míngzi,

百度搜索，搜索我们的名字，

You can just do a Baidu search for our name,

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753

huòzhě shì jiā wǒmen de Wēixìn,

或者是加我们的微信，

or add us on WeChat,

754

huòzhě shì Wēixìn sōusuǒ wǒmen de gōngzhòng hào, dōu kěyǐ.

或者是微信搜索我们的公众号，都可以。

or follow our WeChat official account.

755

Nà dào shí hòu wǒ jiù bǎ nǐmen de gōngzhòng hào dǎ zài wǒmen de shìpín lǐmiàn.

那到时候我就把你们的公众号打在我们的视频里面。

So I will put your WeChat official account in our video later.

756

Duì, gōngzhòng hào èrwéimǎ dōu kěyǐ.

对，公众号二维码都可以。

Right, the QR code of it.

757

Xiǎngyào lái liǎojiě nǐmen de, xiǎngyào liǎojiě wénshēn de dōu kěyǐ guòlái kàn yíxià.

想要来了解你们的，想要了解纹身的都可以过来看一下。

Come and check this out! And learn more about this shop and tattoos.

758

Hǎo, nà xièxie! | Bùkèqì!

好，那谢谢！ | 不客气！

All right, thanks! | My pleasure.

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759

Hēi hēi, shuìzháo le!

嘿嘿，睡着了！

Haha... He fell asleep!

760

xǐng le!

醒了！

Now he woke up!

761

Hǎo! Jīntiān de shìpín dào zhèlǐ jiù jiéshù le.

好！今天的视频到这里就结束了。

Okay! That's it for today!

762

Nà zài nǐmen de guójiā, rénmen duì wénshēn de kànfǎ shì shénme ne?

那在你们的国家，人们对纹身的看法是什么呢？

So in your country, what do people think of tattoos?

763

Nǐ gèrén duì wénshēn yòu yǒu shénmeyàng de kànfǎ ne?

你个人对纹身又有什么样的看法呢？

And what is your own thinking about tattoos?

764

Huānyíng zàixiàmiàn liúyán tāolùn.

欢迎在下面留言讨论。

Leave a comment below!

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765

Rúguǒ nǐ zìjǐ jiù yǒu wénshēn, yě kě liúyán gēn wǒmen fēnxiǎng nǐ de wénshēn gùshi.

如果你自己就有纹身，也可留言跟我们分享你的纹身故事。

If you happen to have a tattoo, we'd like to hear your story behind it.

766

Tóngyàng de, zài wǒmen de wǎngzhàn mandarincorner.org shàng,

同样地，在我们的网站mandarincorner.org上，

As usual, at mandarincorner.org,

767

nǐmen kěyǐ xiàzǎi miǎnfèi de PDF wénjiàn, shǐyòng shìpín wénběn,

你们可以下载免费的PDF文件，使用视频文本，

[you can download this video's free PDF, use video transcript,](#)

768

huò tōngguò yīnpín lái fùxí zhège shìpín de nèiróng.

或通过音频来复习这个视频的内容。

[and listen to the audio with transcript to review this lesson.](#)

769

Yīnpín de wénběn wǒmen tígōng le liǎng gè bǎnběn,

音频的文本我们提供了两个版本，

[For the audio lesson, we provide two versions of the transcript,](#)

770

yī gè shì yǒu pīnyīn hé Yīngyǔ de, yī gè shì zhǐyǒu hànzi de.

一个是有拼音和英语的，一个是只有汉字的。

[one with Pinyin and English, and one with Hanzi Only.](#)

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Rúguǒ nǐ xǐhuan zhège shìpín dehuà, nà jiù qǐng gěi tā diǎn gè zàn, bìng yǔ nǐ de hǎoyǒu men fēnxiǎng.

如果你喜欢这个视频的话，那就请给它点个赞，并与你的好友们分享。

If you like this video, please give it a "like", and share it with your friends.

772

Yě qǐng dìngyuè wǒmen de píndào!

也请订阅我们的频道！

Also, don't forget to subscribe to our channel!

773

Wǒmen xià qī jiàn!

我们下期见！

See you next time!