



Worksheet: Selling

Where are you going to write down/record the name, address, phone, and email of your sales contacts?	
What is one of the <i>key questions</i> you will ask a sales contact to predict whether they will buy?	
What are the five steps of the sales process?	1. _____ 2. _____ 3. _____ 4. _____ 5. _____
Where do your customers look for information about products/services like yours?	
Why should the customer buy your product or service? Why is it special?	
What is the most important obstacle to buying that impacts your customers?	
What will you say to ask for the order?	
Name an activity you will do in your first month to help customers learn about your business.	