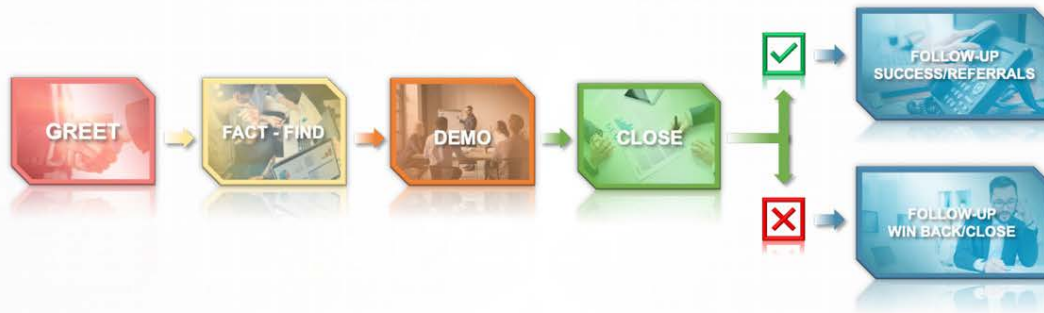


ELEMENTS OF THE PERFECT SALES PROCESS

SALES PROCESS





WHY YOU?



List out reasons why people would want to buy your **PRODUCT**, do business with your **COMPANY** and why people should buy from **YOU**.

[illegible][illegible]

[illegible]

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.
- 14.
- 15.



EXERCISE

Write out the sales opportunities that you are currently using.

[illegible]

Write out the sales opportunities that you are not using.

[illegible]