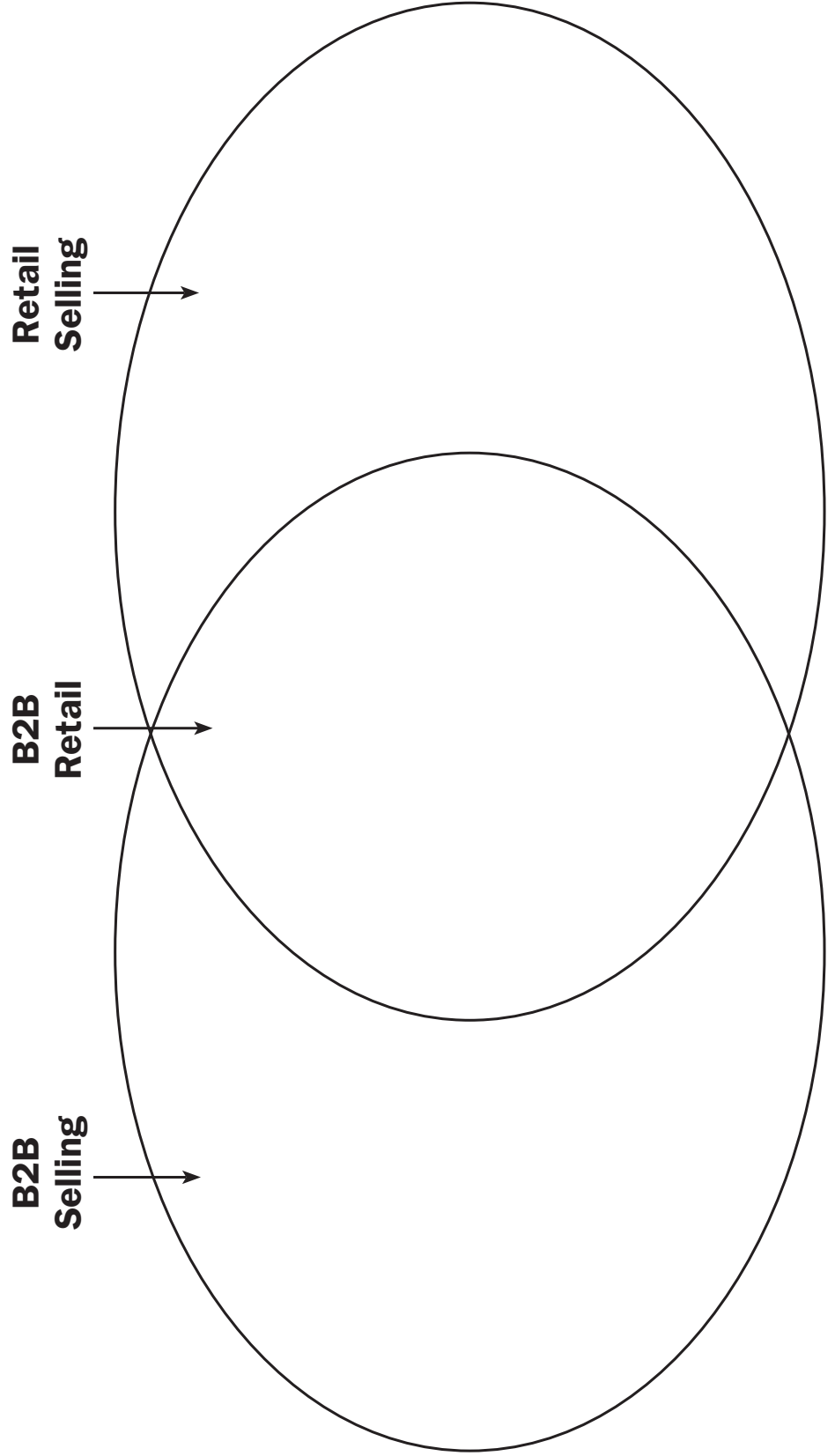


# THE SALES PROCESS

## Study Organizer

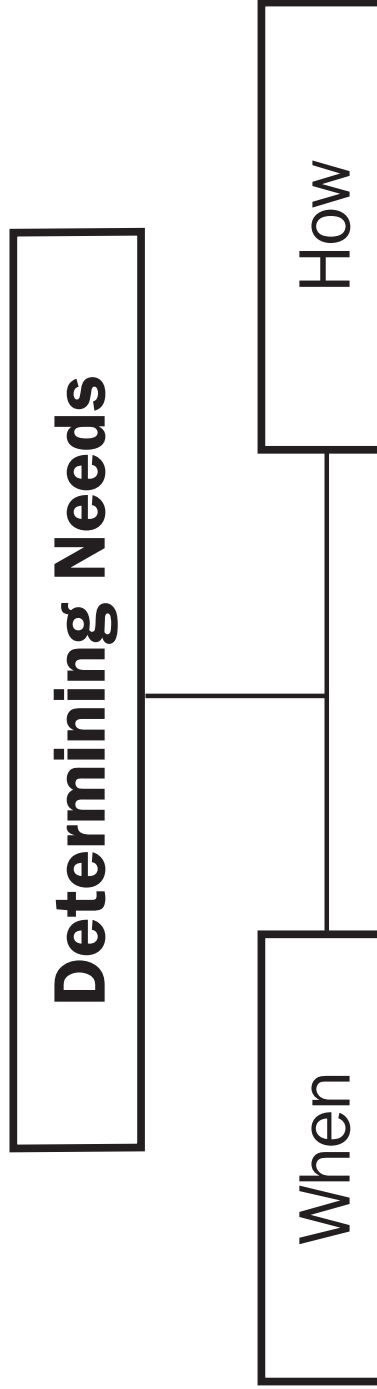
**Directions:** Prepare a chart similar to the one below to identify the steps of a sale.



# DETERMINE NEEDS IN SALES

## Study Organizer

**Directions:** Prepare a chart like the one below to review when and how to determine needs in the sales process.



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