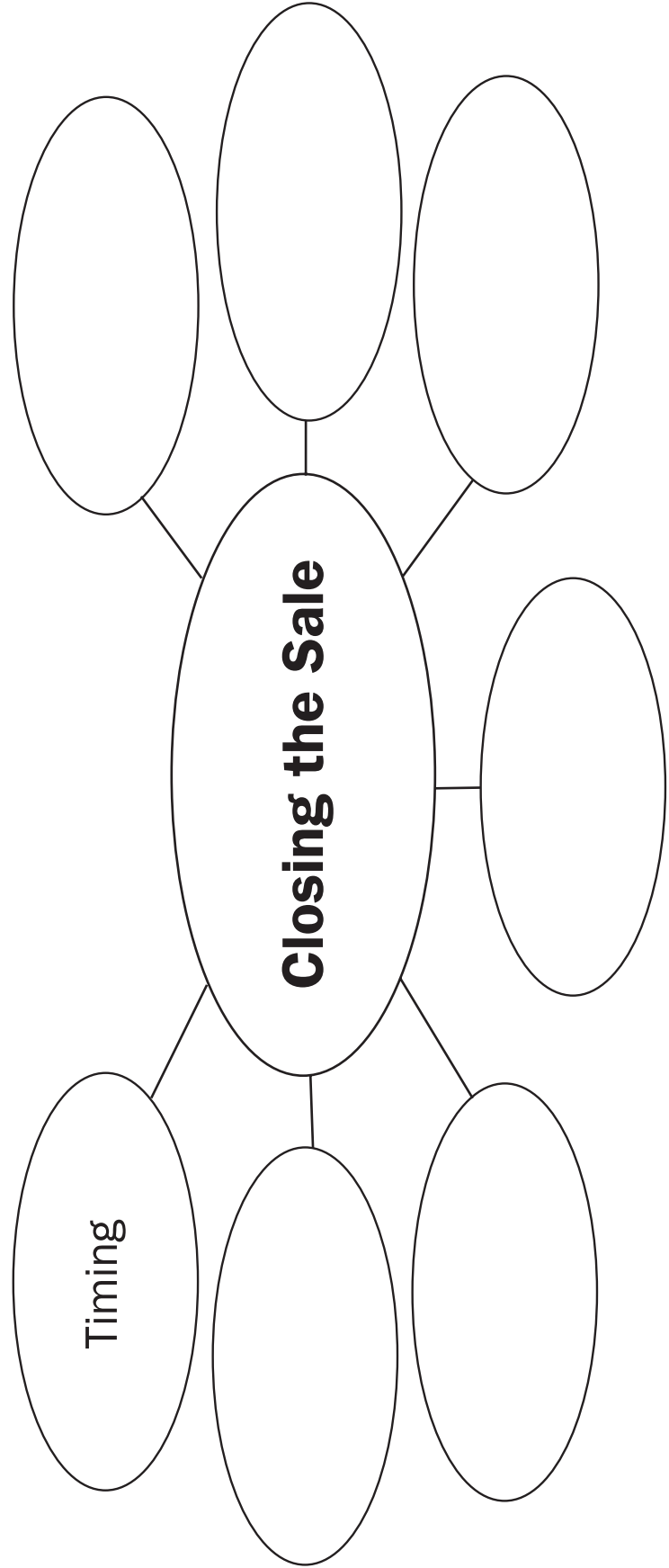


HOW TO CLOSE A SALE

Study Organizer

Directions: Prepare a chart like the one below to identify information you need to know in order to close a sale.



CUSTOMER SATISFACTION AND RETENTION

Study Organizer

Directions: Prepare charts similar to the two below to summarize the key points to remember for suggestion selling maintaining and building a clientele.

