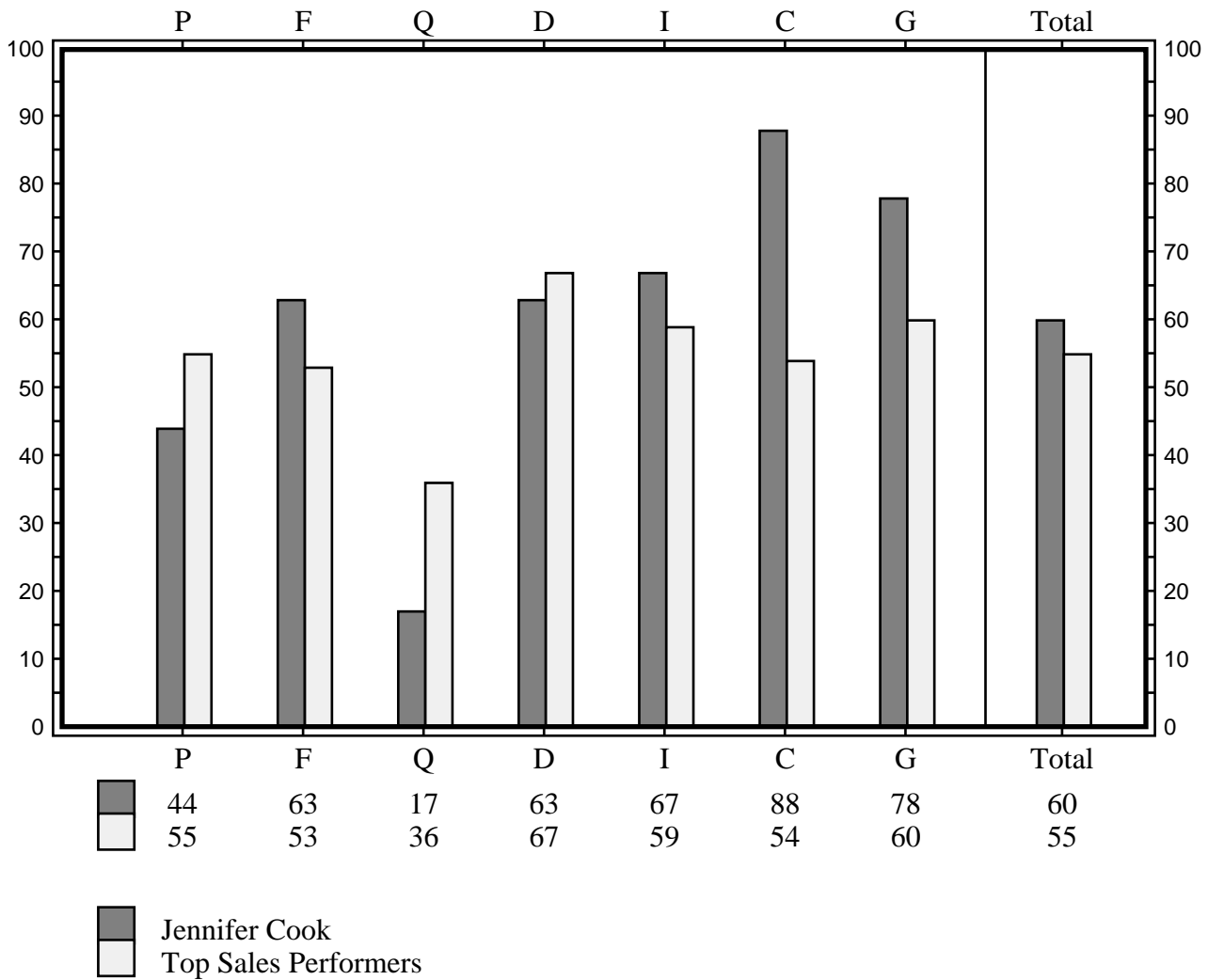


SALES STRATEGY INDEX™

UNDERSTANDING WHAT NOT TO DO

Knowing what NOT to do in a given sales situation can be just as important as knowing what to do. Your understanding of what NOT to do will keep you from building barriers to a successful presentation. A HIGH SCORE indicates that you have a strong understanding of what strategies to avoid when selling.



P=Prospecting F=First impression Q=Qualifying D=Demonstration I=Influence C=Close G=General

Champion Education Resources
 281-835-3532 Fax 281-437-4682
 Champjj@aol.com