

Sales Quiz

How can you make a customer like you?

What should you do when selling to a pair of customers?

What are the four types of customer?

How do the top right corner people like/hate to be treated?

How do the top left types want to be treated?

How can you make a customer feel important?

What is better than telling the customer about features?

What is the purpose of peeling the onion?

What is the purpose of feel-felt-found?

What is mirroring and what is the objective of it?

What is the phrase for turning a feature into a benefit?

Give some examples of buying signals

Give some examples of Closes

What should you do after the sale is made?