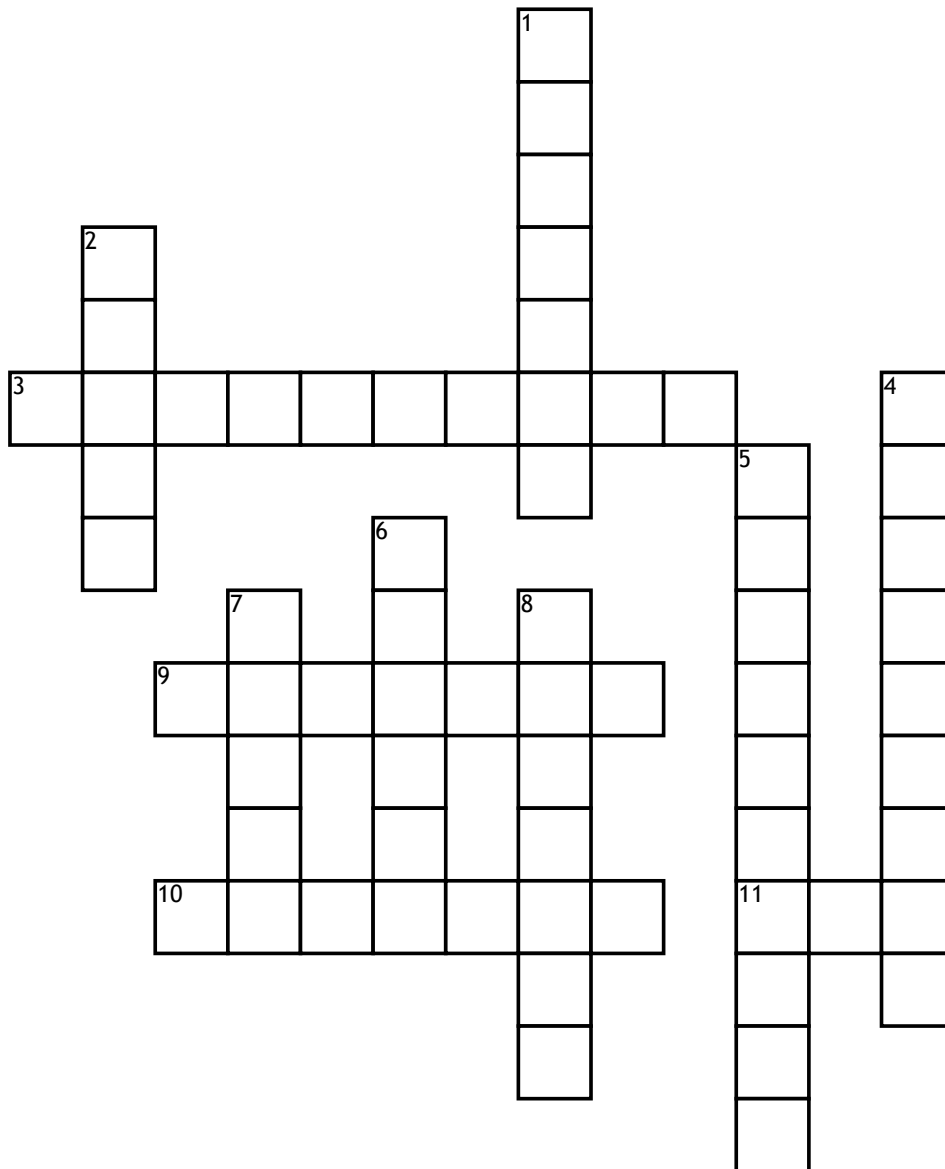


Name: \_\_\_\_\_

Date: \_\_\_\_\_

# Sales Process



## Across

3. When a caller needs to check with their TW before making a decision , we should always suggest a \_\_\_\_\_ call .

9. What is the 1st component of the sales process

10. \_\_\_\_\_ a call back time adds value to the option.

11. Ideally , how many close attempts should you make on a sales call?

## Down

1. When you follow the sales process \_\_\_\_\_ comes natural.

2. Complete the sentence , we \_\_\_\_\_ to uncover important information?

4. Top sales performers always attempt to overcome the \_\_\_\_\_

5. Top sales performers at Viking use the \_\_\_\_\_ close!

6. Finish the acronym S.M.E., Subject Matter ?

7. What should always come before price?

8. What should you be creating early and often throughout a sales call?