



Sales Training Series, Inc.

www.salestrainingseries.com

BUILDING SALES CHAMPIONS

DVD 5: Qualification and Presentation Skills

Quiz

1. The NEADS Formula is great for qualifying potential buyers. What do the letters stand for?

N _____

E _____

A _____

D _____

S _____

2. It's rude to ask a person if he or she is the decision-maker. T F

3. What's the worst reason people don't buy, according to Tom?

4. To become a true professional, you need to master the Four P's.
What are they?

1. _____

2. _____

3. _____

4. _____

5. You should always sit between your clients. T F

6. Selling is not a spectator sport; it's a _____
sport.

7. When interrupted during a presentation, you should always do a
_____.

8. Ideally, your presentation won't be longer than _____
_____.

9. You want to hand things to your clients as soon as possible in your
presentation. T F

10. Using the Triplicate of Choice for Money will tell you how much
they are willing to invest in a product like yours. T F