



***Sales Training Series, Inc.***

[www.salestrainingseries.com](http://www.salestrainingseries.com)

## **The Sales Mastery Series for Sales Champions**

### **DVD 1: The Benefits of Becoming a Sales Professional Quiz**

1. People will say "yes" to you based more on your conviction and belief than on your technical skills or product knowledge. T F
2. The two extremes of personalities that go into sales are the interested extrovert and the interesting introvert. T F
3. Selling is the highest paid hard work and the lowest paid easy work there is. T F
4. Some people are just natural born salespeople. T F
5. The first step to learning is repetition. T F
6. The seven fundamentals of selling are:

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8. The real secret of successful selling is to have people

\_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, and  
want to \_\_\_\_\_.

9. At the bottom of all the business you do must be the two words:  
competition and profit. T F

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DVD 1 Quiz

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