Selling 101

1. What is the first step in the selling process? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. Give three examples of how you can establish a connection with your tanner.

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1. When closing the sale, is it safe to assume the sale has been made? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. In the training video what were the reasons your customer’s are NOT buying lotion?

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1. How can you show a tanner how affordable lotion is?

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1. When using the Power of Three to help close the sale, what lotion will the tanner most likely choose? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. True or False: Using a tanning lotion can help improve your tan by up to 40%. \_\_\_\_\_\_\_\_\_\_\_\_
3. What is the largest organ in your body? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
4. Your skin is \_\_\_% water
   1. 40
   2. 50
   3. 60
   4. 70
5. What are a few of the ways that you can sell under pressure?

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BONUS QUESTION!

How many times did Megan and Samantha say “Absolutely”?