

Face to Face Selling Skills – Module 5 Starting the sales meeting

Use this form as a working paper to write your answers to the following preparatory questions

Preparatory Questions for the Module

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How should I start the m	eeting?				
What should I think about at the very start of the encounter with customers I know well?					

www.KeyAccountManagement.org If we asked your customers about how you present yourself – what would they say?