

Face to face selling skills – Module 5 Starting the sales meeting Tasks for the Module

Use this form as a working paper to write your notes for the following tasks

In addition to the material in this module, what else have you learned about starting the sales meeting?

My notes on how best to do this...

How do you start a meeting which you expect to be particularly difficult?

My notes on how best to do this...

www.KeyAccountManagement.org How do you avoid the danger of falling into a routine? My notes on how best to do this...