

Face to Face Selling Skills – Module 9 Post meeting actions

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 do I usually end th	e meeting?				
Do I ever have problems	s in getting the agree	d actions completed?			

www.KeyAccountManagement.org What is the best way to ensure that the customer completes the action he/she has agreed to?