

Name: _____

Date: _____

Marketing

J E S K C M R S X B A K B D T G Z K E O O E Q U
Q W K X K F V D Q P J X U P R Y S E S J U J B O
F E Z B G H L M A U J K S P H G K B O A O O G P
V A Y Y U K E Q C A B K I C M A J J L X N Y S U
A O M A T I E I W S Q D N W A G L L C J K G P C
P B C D S R Q A A O Y O E F V X M V H F S M P D
S U E I W K I U K J L Q S O J A P W C P N U U O
U M N S P A R A P H R A S E R S I F I H O W Y J
I W T N O R O P L N I L Y K N N W W H K I L X W
S D F N H L U B K C H Q E O X J C G W Z T D Y D
H T M U E Y C F S O L T B L X D L T S F C S M B
U W C C Q M T T A Q I O A H Y P O A G D E Q Y J
J U Y U I S E O C N S M S J H F L E D Z J N Z N
D P G X D A H G G E R J W E X E Y Y B A B Z L I
D J K E Z O I B A A R F J A S S W O A E O C M O
V Z X J N G R X J N C I E X Q L R V R W L H E M
C G U Y O I T P P R A M D T K H X I H D D V J N
I Q G B R A L I B O O M E R A N G M E T H O D W
E Z E H O Z C Z R Y Z V B I H N Y T D Y H D P T
S T A N D I N G R O O M O N L Y C L O S E U Z X
B S E L A S G N I S O L C A Z D X D M N T N G F
E S C L V M D U G P U A P M F V M U B E X I O U
V D O H T E M N O I T U T I T S B U S C M S C M
T S W T Z A E S O L C E C I V R E S A M M L Q Y

standing room only close
service close
management
which close
products
sales

substitution method
closing sales
paraphrase
trial close
business

boomerang method
direct close
objections
marketing
money