

Name: \_\_\_\_\_ Date: \_\_\_\_\_ Period: \_\_\_\_\_

# Marketing (Chapter 15)

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

STANDING ROOM ONLY CLOSE  
SALES OPPORTUNITIES  
ASSUMPTION CLOSE  
SUMMARY CLOSE

RELATED PRODUCT CLOSE  
RELATED MERCHANDISE  
LARGER QUANTITIES  
CHOICE CLOSE

RELATIONSHIP MARKETING  
SUGGESTION SELLING  
SERVICE CLOSE  
BONUS CLOSE