

Name: _____

Date: _____

PROSPECTING

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

celebrate success
protect money
close sale
behaviors
coaching
referral
trust

product knowledge
presentation
achievable
rejection
feedback
approach
leads

positive attitude
convenience
objections
follow up
revelant
results
goals

ideal customer
networking
need money
scripting
decision
actions

identify need
block time
save money
profiling
interest
finap