

Name: \_\_\_\_\_

Date: \_\_\_\_\_

# Sales Concepts

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

Precallplanning  
Positioning  
meeting  
Focus  
Probe

investigate  
Qualifiers  
Value  
Needs

Prospecting  
Openended  
Trust  
Wants