

**Activity 23-A**  
**Selling to Individuals in One-on-One Situations**

One-on-One Bingo ... You could do this internally with the next group interactions you find yourself in ... Identify someone that meets the criteria identified in each bingo square, write in the name of the appropriate person in each square. See how many bingo line-ups you can get before time runs out on the game.

Same Name  
As You

Same Industry  
As You

Male Name

Blonde Hair

Brown Hair

Same Vocation  
As You

Blue Eyes

Female Name

Black Hair