

Activity Sheet 65-A
Advancing the Involved Sale Forward

Reflect on a current or immediate past success, that is an involved selling process experience:

Other Party: _____

What You Are Presenting/Selling: _____

What Need is Next in That Interaction: _____

Has That Been Clearly Articulated to Them: _____

How Do You Know: _____

How Many Next Steps Are There Before Close: _____

How Can You Mini-Sale Each Step: _____