WORKSHEET FOR SALESPEOPLE

E-LESSON #19

HOW TO CREATE SIMPLE, LOGICAL PROPOSALS

Name:_____ Date:_____

1. Briefly describe the way you currently write local direct client proposals.

2. List a couple local clients you're writing proposals for this week. If you are not writing local direct long-term proposals, explain why.

3. Based on this lesson and information you have about a local client, write an SOS proposal now. Use the back of the sheet if you need more room.

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