WORKSHEET FOR SALESPEOPLE

E-LESSON #20

PRESENTATIONS

Name:_____ Date:_____

The purpose of this worksheet is to help you to develop a more effective client presentation.

1. Write down two local direct presentations you have planned for this week.

2. Based on what you've learned in this E-Lesson, write down a definite course of action (i.e., research, scheduling, proposal preparation) you'll begin taking immediately to improve the quality of your presentation.

3. Describe problems or progress you've made in the past two weeks with new local direct clients. Discuss any progress you've made over the past two weeks selling local direct long-term contracts.

Paul Weyland is president of Paul Weyland Training Seminars.
Please call him with any questions regarding this session. He can be reached at (512) 236-1222 or www.paulweyland.com

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