

WORKSHEET FOR SALESPeOPLE

E-LESSON #24

Account Servicing

Name: _____ Date: _____



1. How do you feel about socializing with clients outside of the work day?
2. Discuss an occasion where you feel you demonstrated exemplary client service.
3. List three clients that have an important up-coming sale or other big event. With the intention of at least making at least an appearance, provide dates and locations of the events or sales.
4. Discuss problems or progress you've made with getting long-term contracts with two local direct clients in the past two weeks.
5. Name two new local direct clients you will call on and ask for long-term agreements in the next week.

*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*