



SUPER SELLING AND CUSTOMER MARKETING SKILLS



ULTRAVANTAGE
Sales. Culture. Transformation.

MODULE FIVE ASSESSMENT GUIDE

module five

**FINDING PROSPECTS WHO CAN
AFFORD TO PAY YOU NOW**



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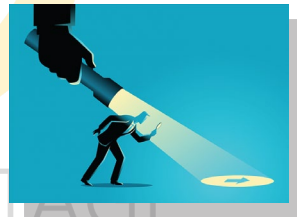
LESSON 1:

SALES PROSPECTING THAT WORKS

Q1. "You make up in numbers what you lack in skills". How true is this phrase?



Q2. Mr. A sells XYZ products and services but is having difficulty getting customers. What do you think is the reason for this?



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LESSON 2:

HOW TO BUILD RAPPORT QUICKLY

Q3. Mr. A just agreed to sign up for your products, even though they are slightly higher than others. You are surprised, then you remember that Mr. A earlier mentioned he was from your town. What happened?



LESSON 3:

HOW TO QUALIFY PROSPECTS

Q4. You have just identified Mr. A as your target customer, researched and found out he is a key decision-maker but after offering your product, Mr. A couldn't buy due to the price. What should you have done earlier to avoid this?