

SALES PRESENTATION

Chapter _____ Contestant No. _____ Score _____

Contestant's Practicum Area (CIRCLE ONE)

Customer Relations

Telephone Skills

Total Points Possible (100 Points)

	Possible Points	Total Points Awarded
Pre-Approach (30)		
Excellent – 24-30 points Good – 16-23 points Fair – 8-15 points	30	
Approach (10)		
Excellent – 8-10 points Good – 6-7 points Fair – 4-5 points	10	
Demonstration (30)		
Excellent – 24-30 points Good – 16-23 points Fair – 8-15 points	30	
Customer objections (10)		
Excellent – 8-10 points Good – 6-7 points Fair – 4-5 points	10	
Closure (20)		
Excellent – 16-20 points Good – 10-15 points Fair – 4-9 points	20	
<p>Total Points Possible 100 Points</p> <p>TOTAL SCORE: _____</p>		