

# SALES SUCCESS WORKSHEET

## EIGHT WAYS TO BUILD A POSITIVE FIRST IMPRESSION

I listened to “*Eight Ways to Build a Positive First Impression.*”

- Which of the 8 things do you do most often?

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- Which of the 8 things do you do least often?

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- What will you work on to do better?

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- How should you position yourself from the very first minute of your sales interview?

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- Bring this worksheet to the next training meeting and be prepared to discuss your answers.