

RSS #3
10 Points

Name: _____

THE OPENING – GREETING AND BUILDING RAPPORT
READY-SET-SELL

Product or Service: _____

I will introduce myself as (Name and company)_____

I plan to make a positive impression by: _____

I will open the conversation by (i.e. standard approach, gift, etc.): _____

Another possible opening would be: _____

Two subjects with which I can build rapport are: _____

I plan to bring the conversation around to his/her operation by bringing up: _____
