



By Jerry V. Teplitz, J.D., Ph.D.

**Graphs compiled for
A BANK
Pre and Post and 30 day later Form Analysis**

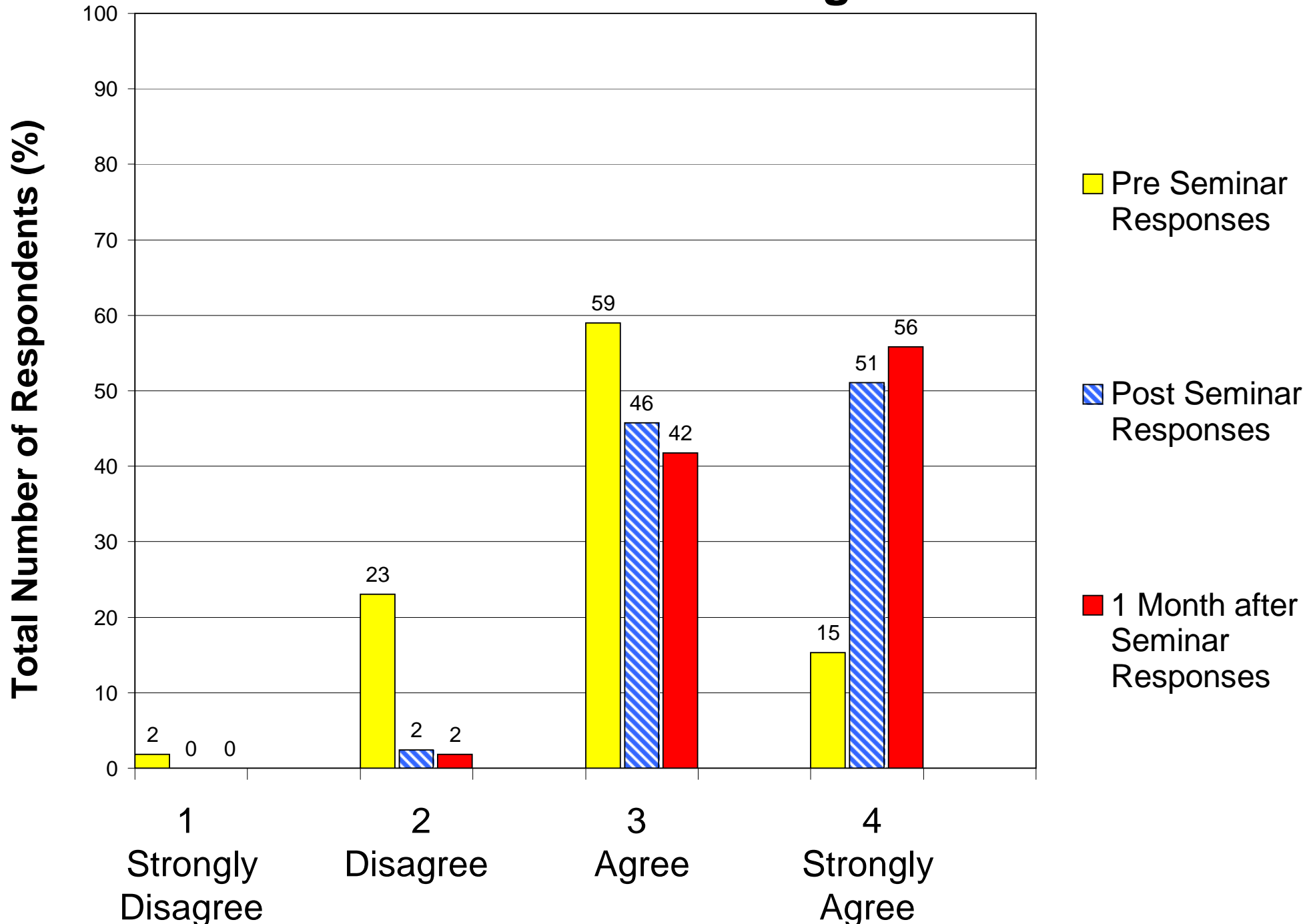
21 Participants

Instructor: Jerry Teplitz

*Jerry Teplitz Enterprises
1304 Woodhurst Drive, Virginia Beach, VA 23454
757-496-8008 Fax (757) 496-9955
www.Teplitz.com Info@Teplitz.com*

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

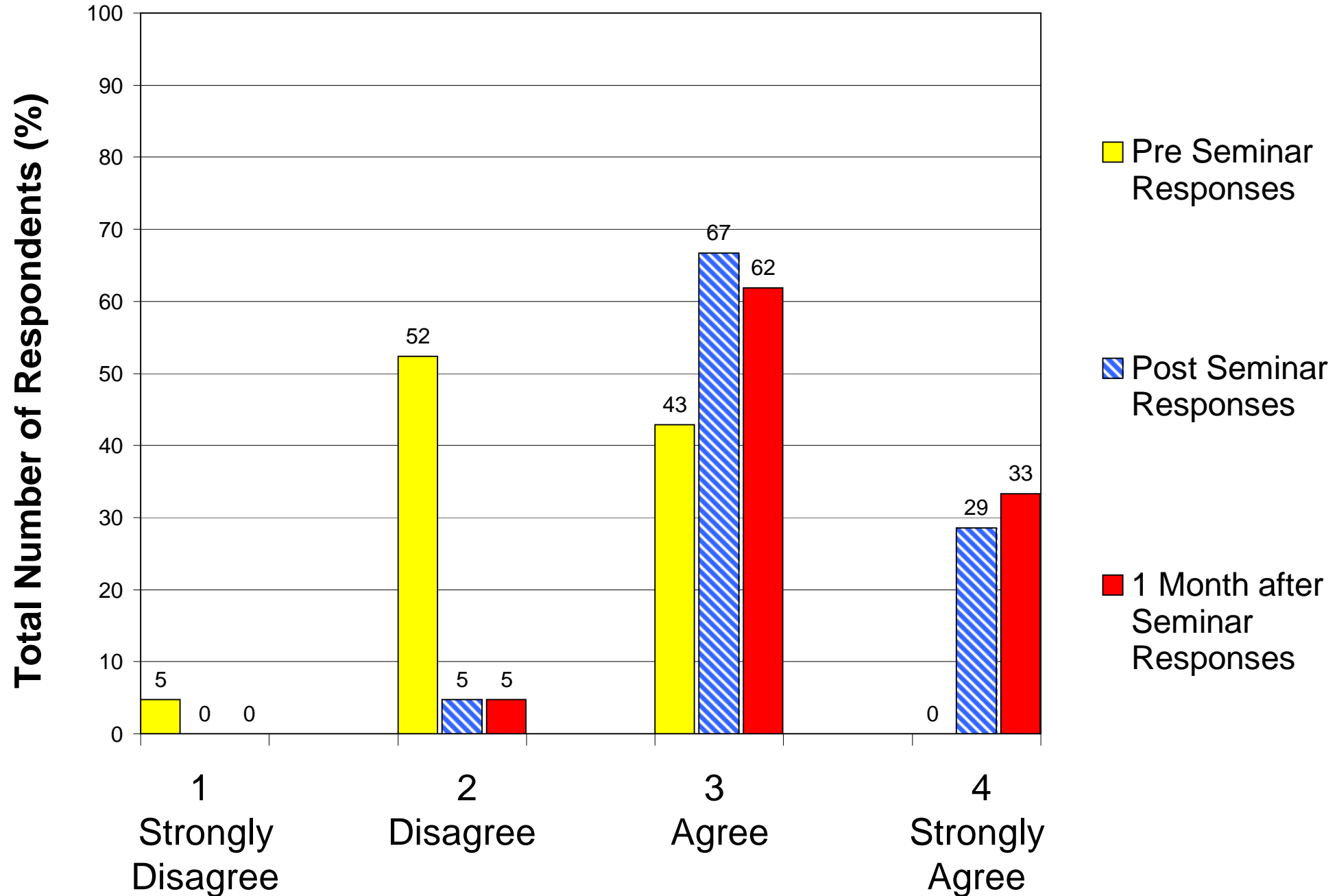
Overall Total Average



*Pre and Post SOS respondents limited to those who returned 1 Month Later survey

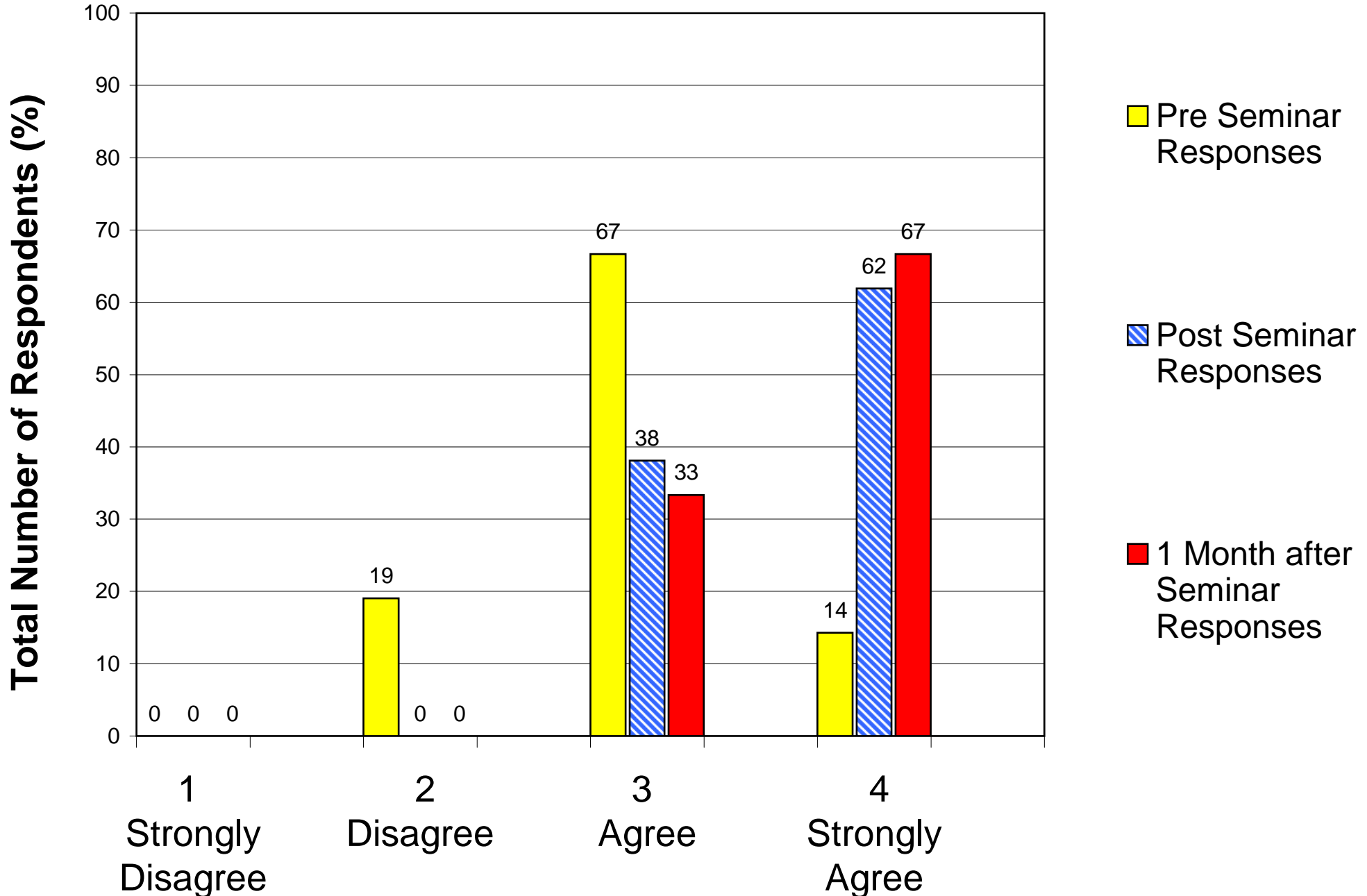
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

I Handle Rejection Well



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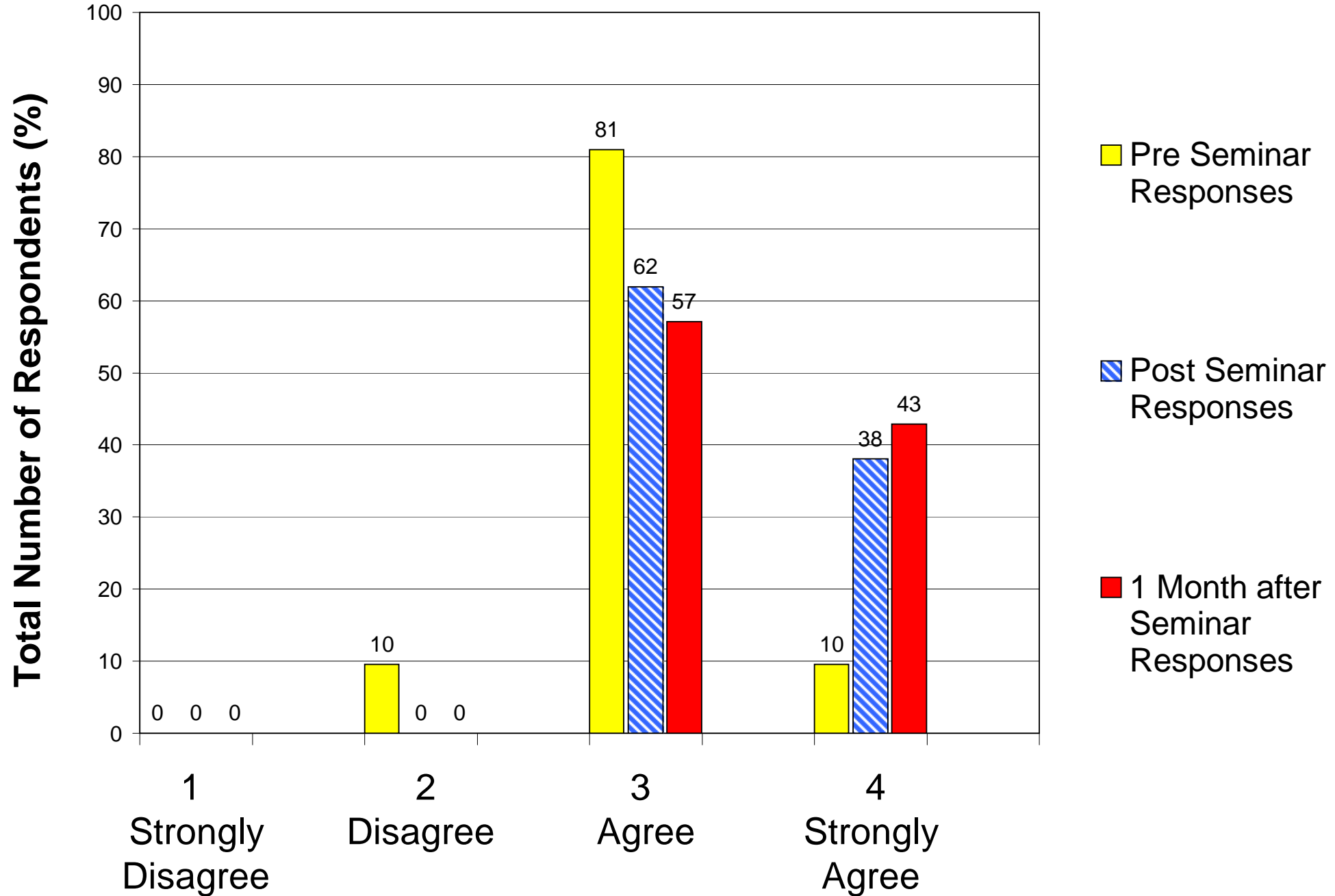
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE
**I Research Potential Clients Prior To Contacting
 Them**



*Pre and Post SOS respondents limited to those who returned 1 month Later survey

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

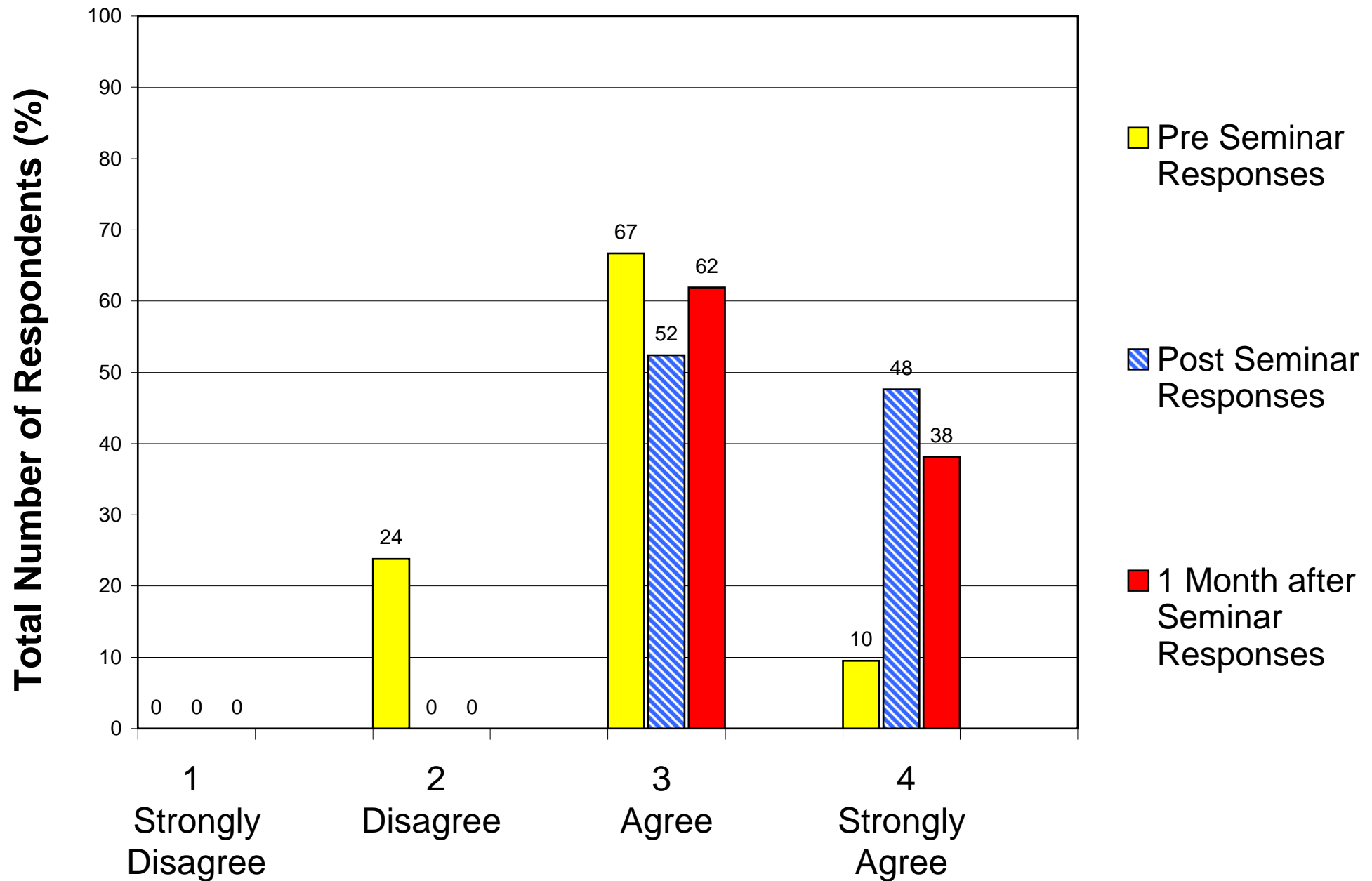
I Enjoy Selling



*Pre and Post SOS Respondents limited to those who returned 1 Month Later Survey

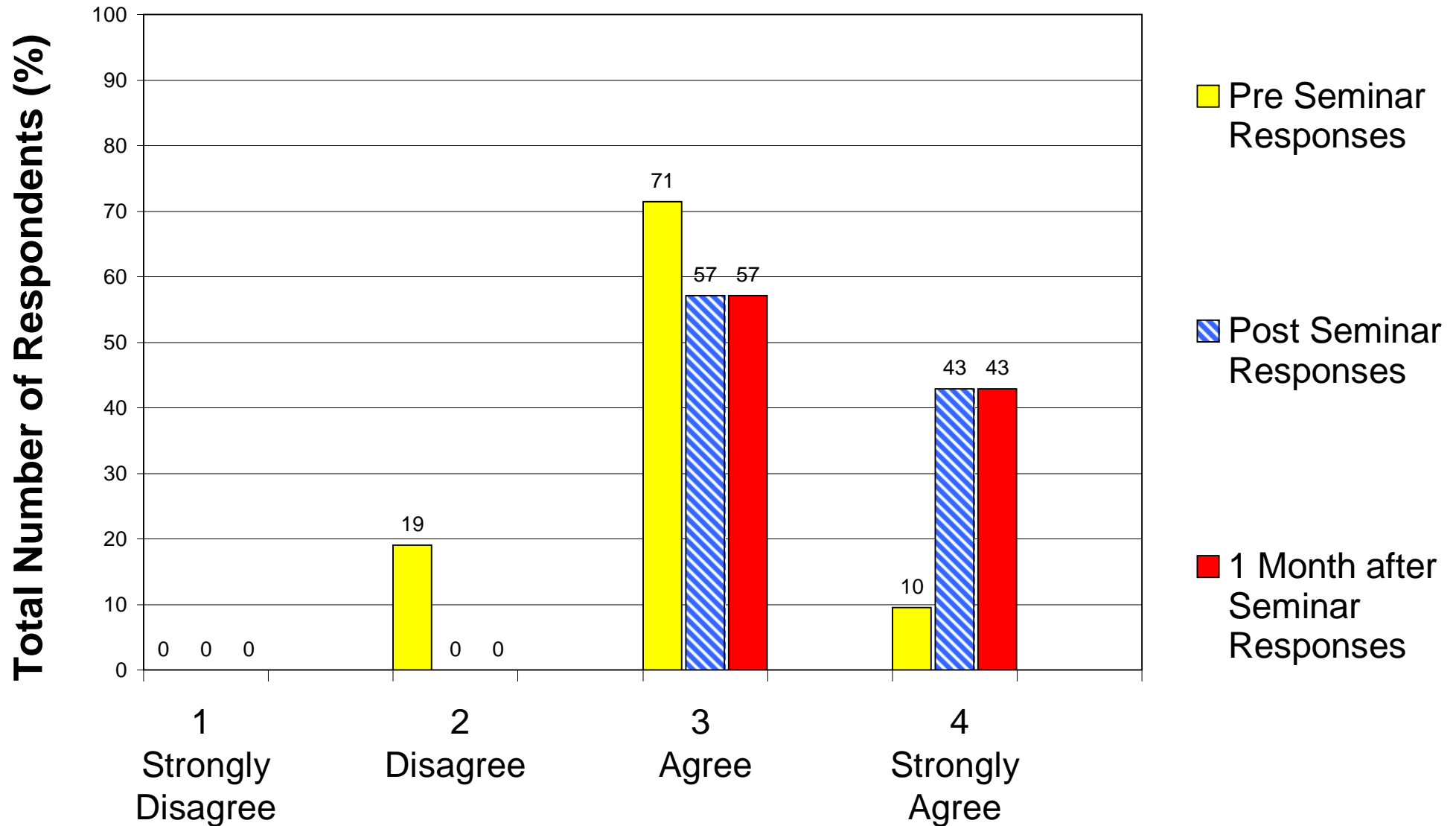
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

I Am Effective As A Salesperson



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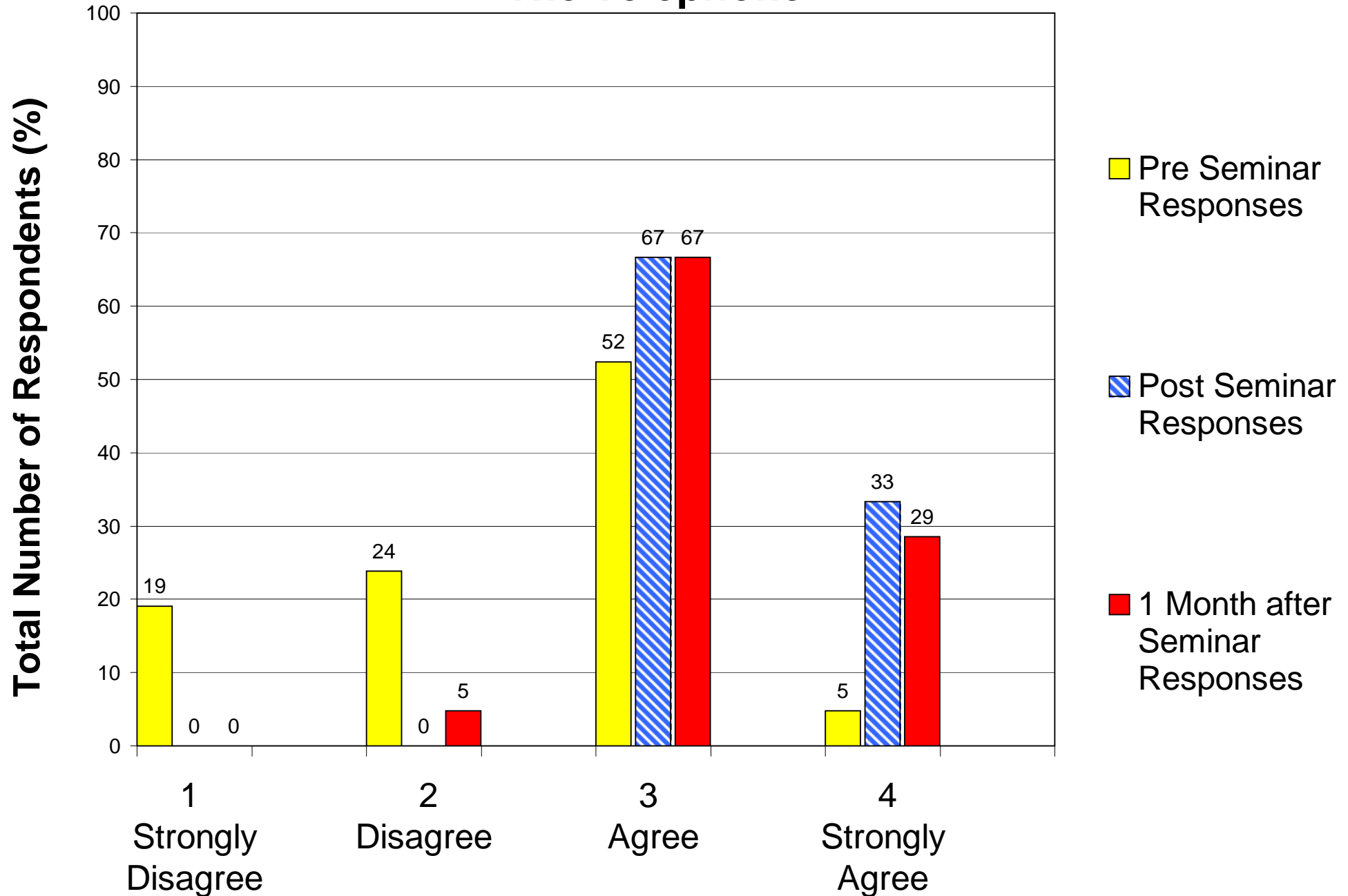
COMPARISON: PRE, POST and ONE MONTH AFTER COURSE
I View Myself As A Successful Salesperson



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

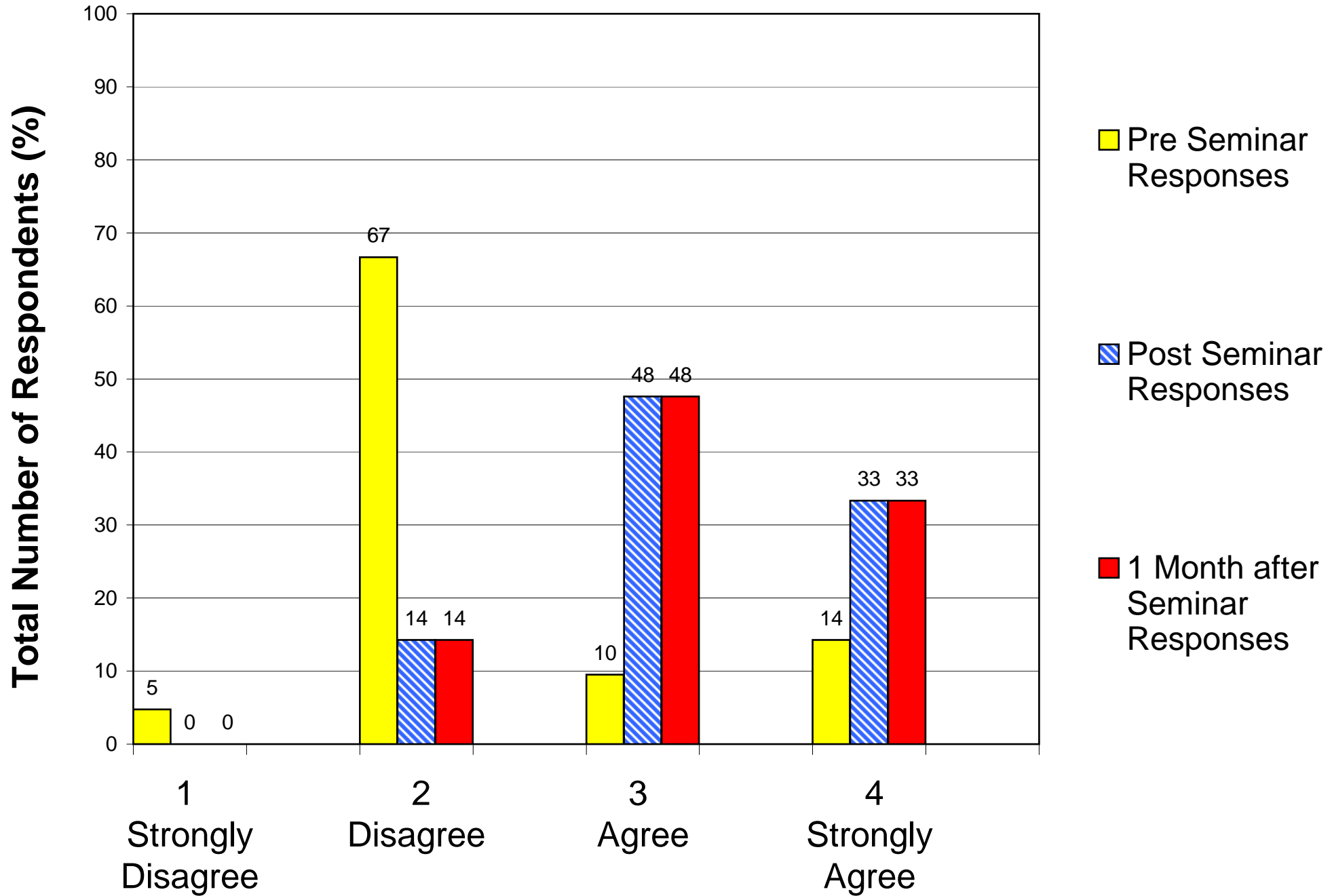
It Is Easy For Me To Make Cold Calls Using The Telephone



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

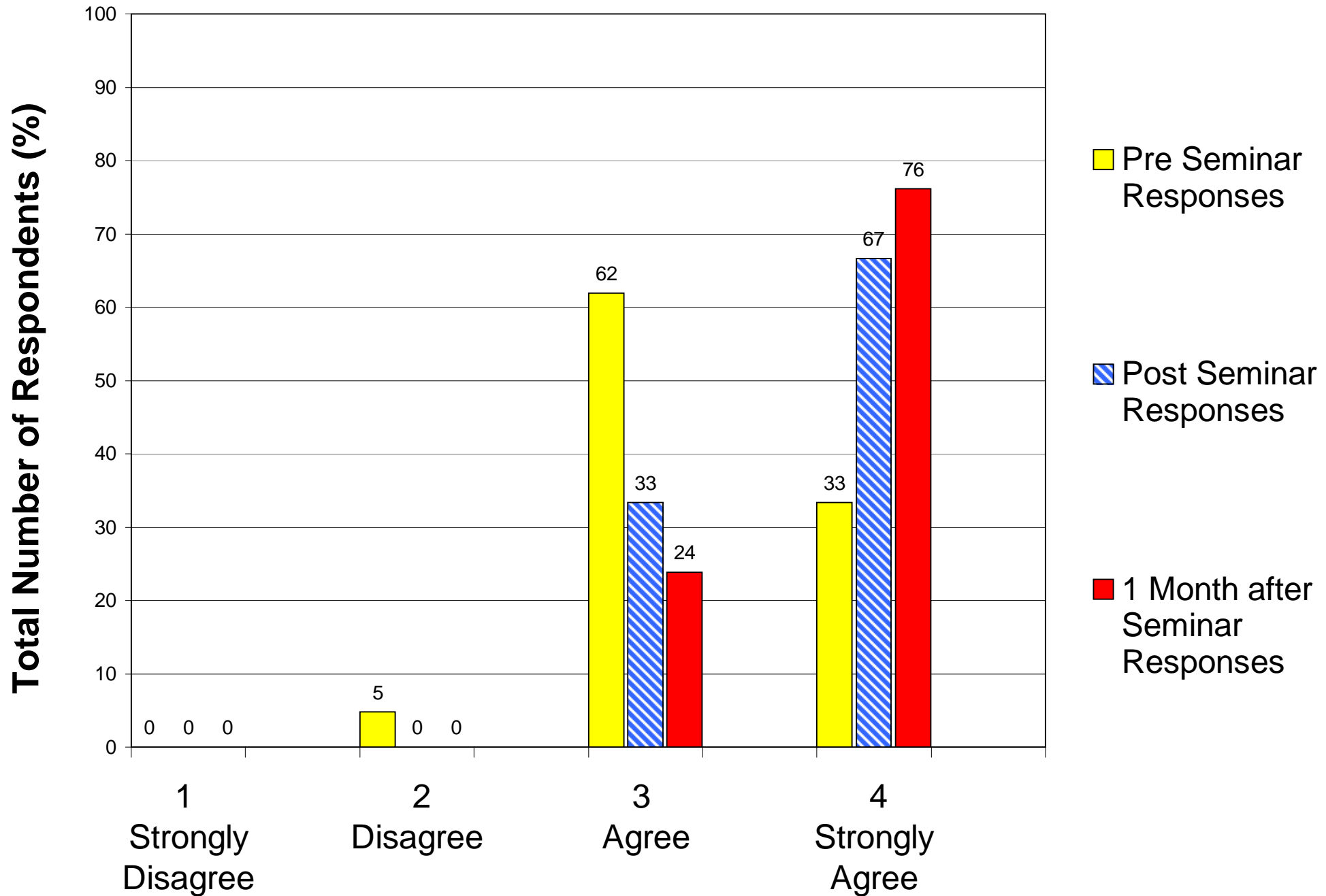
It Is Easy For Me To Make Cold Calls In Person



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

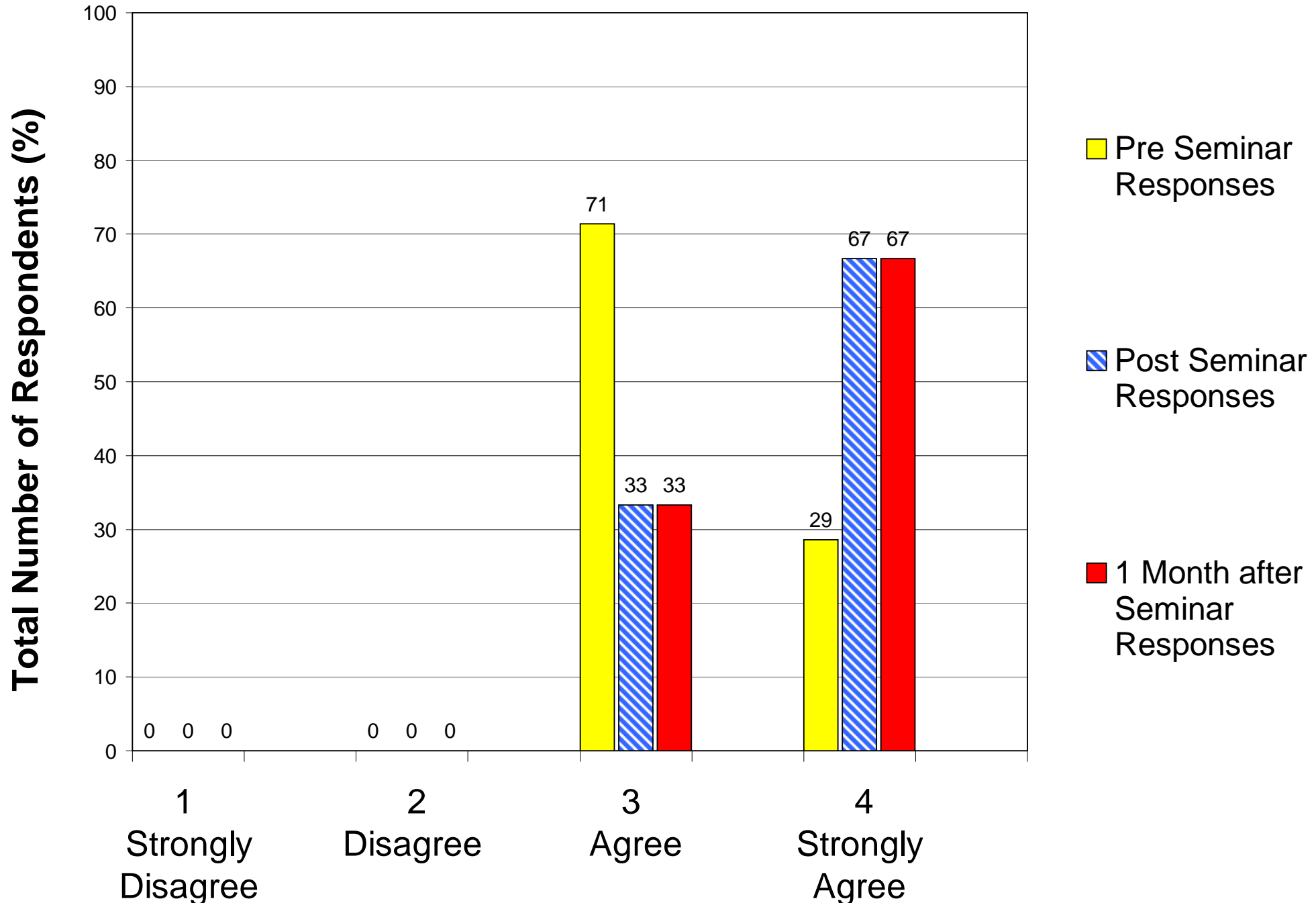
I Am Comfortable Talking On The Phone



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

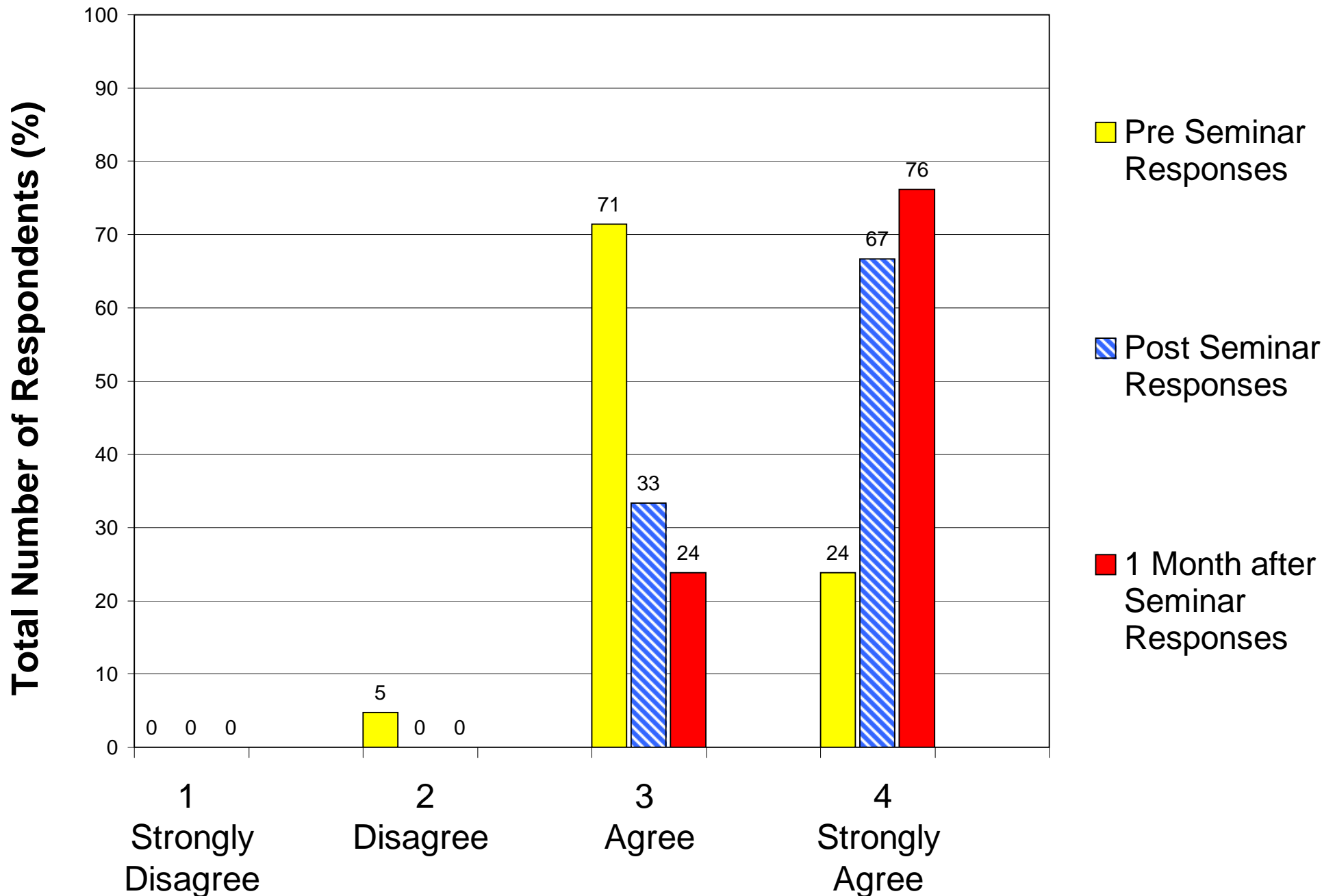
I Am Comfortable With Face to Face Visits



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

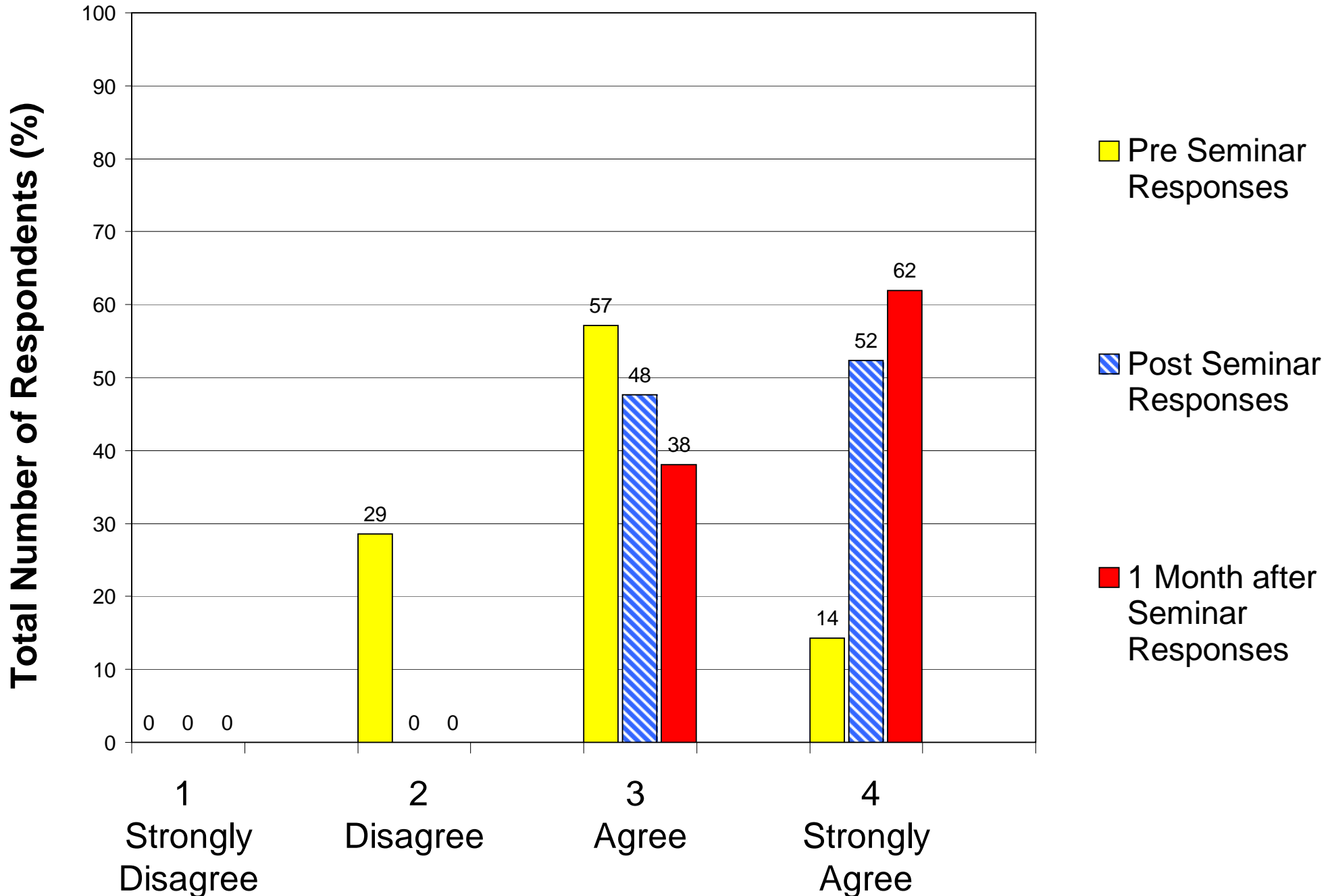
I Develop A Rapport Quickly With A Client



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

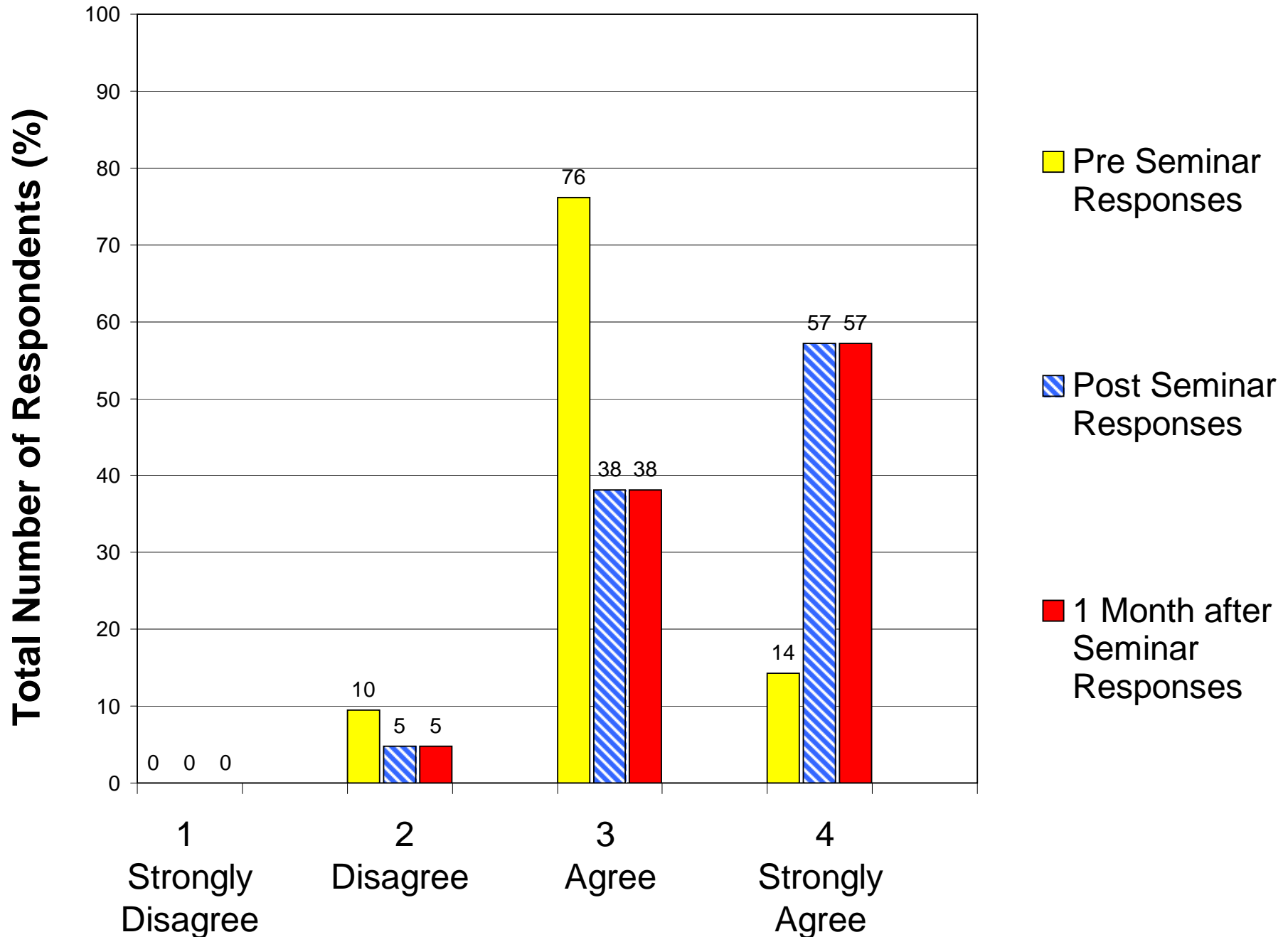
I Effectively Begin The Presentation



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

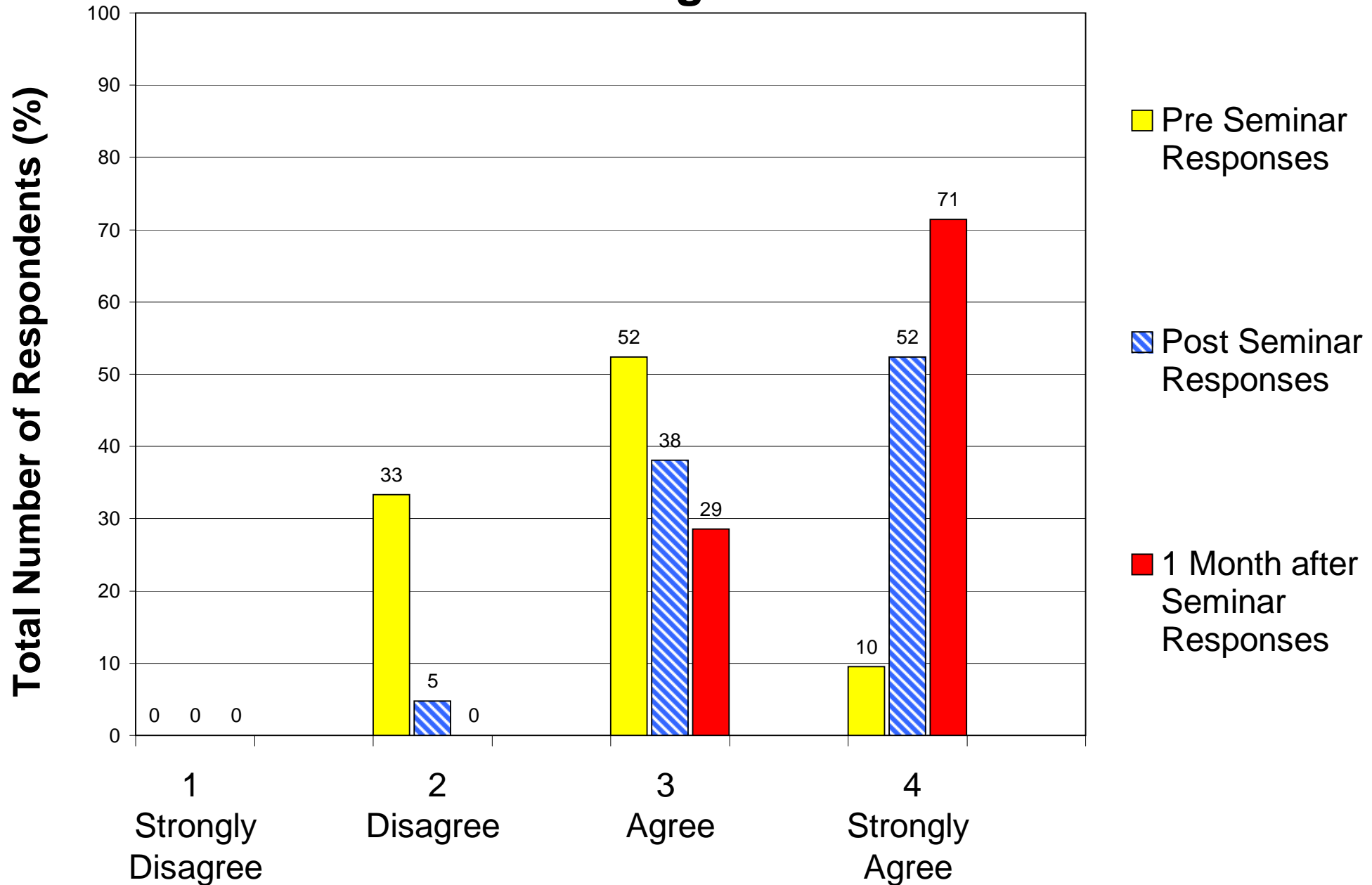
I Effectively Answer Objections And Questions



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

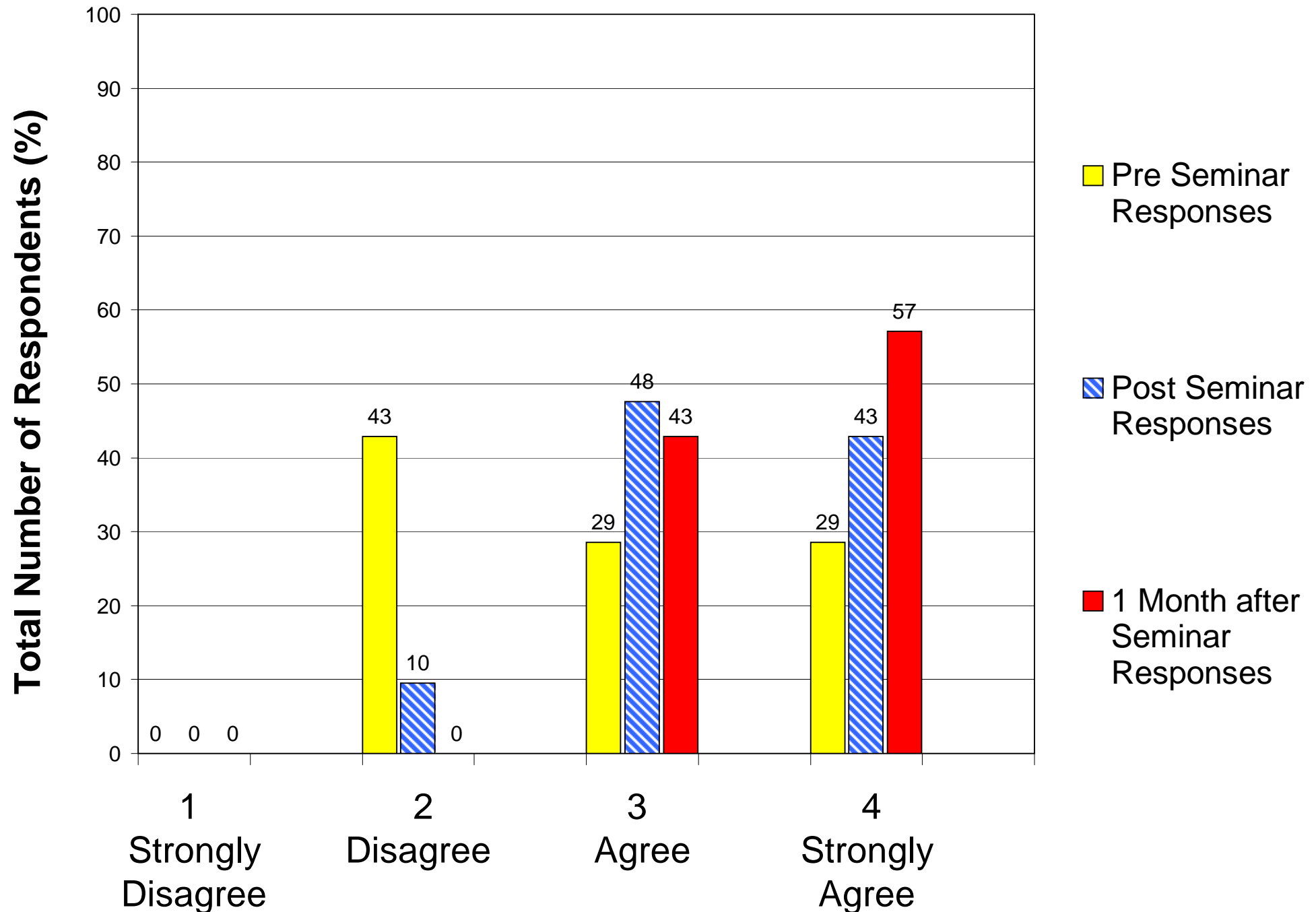
I Am Comfortable Asking For The Order And Closing The Sale



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

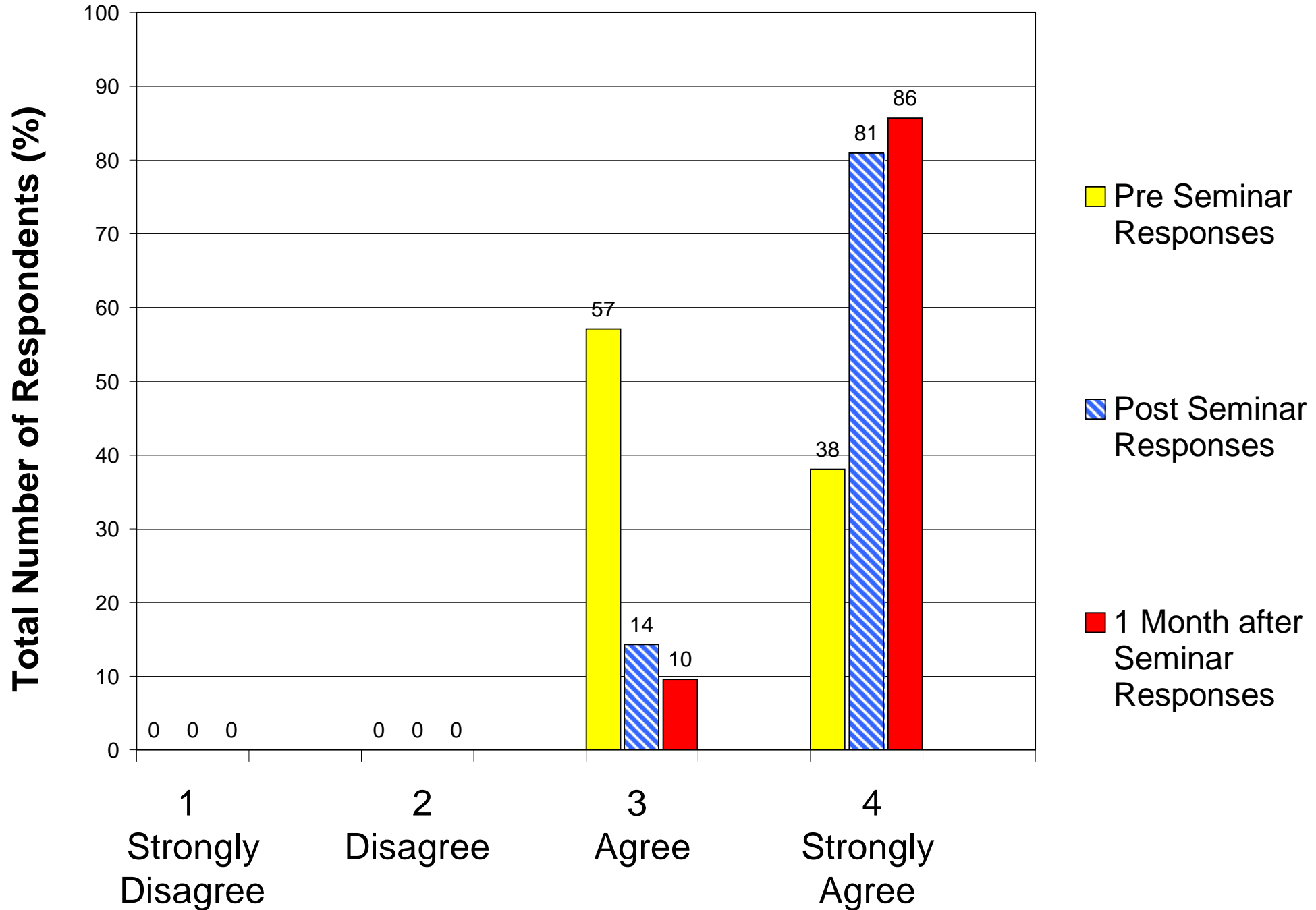
It Is Easy For Me To Write Proposals



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

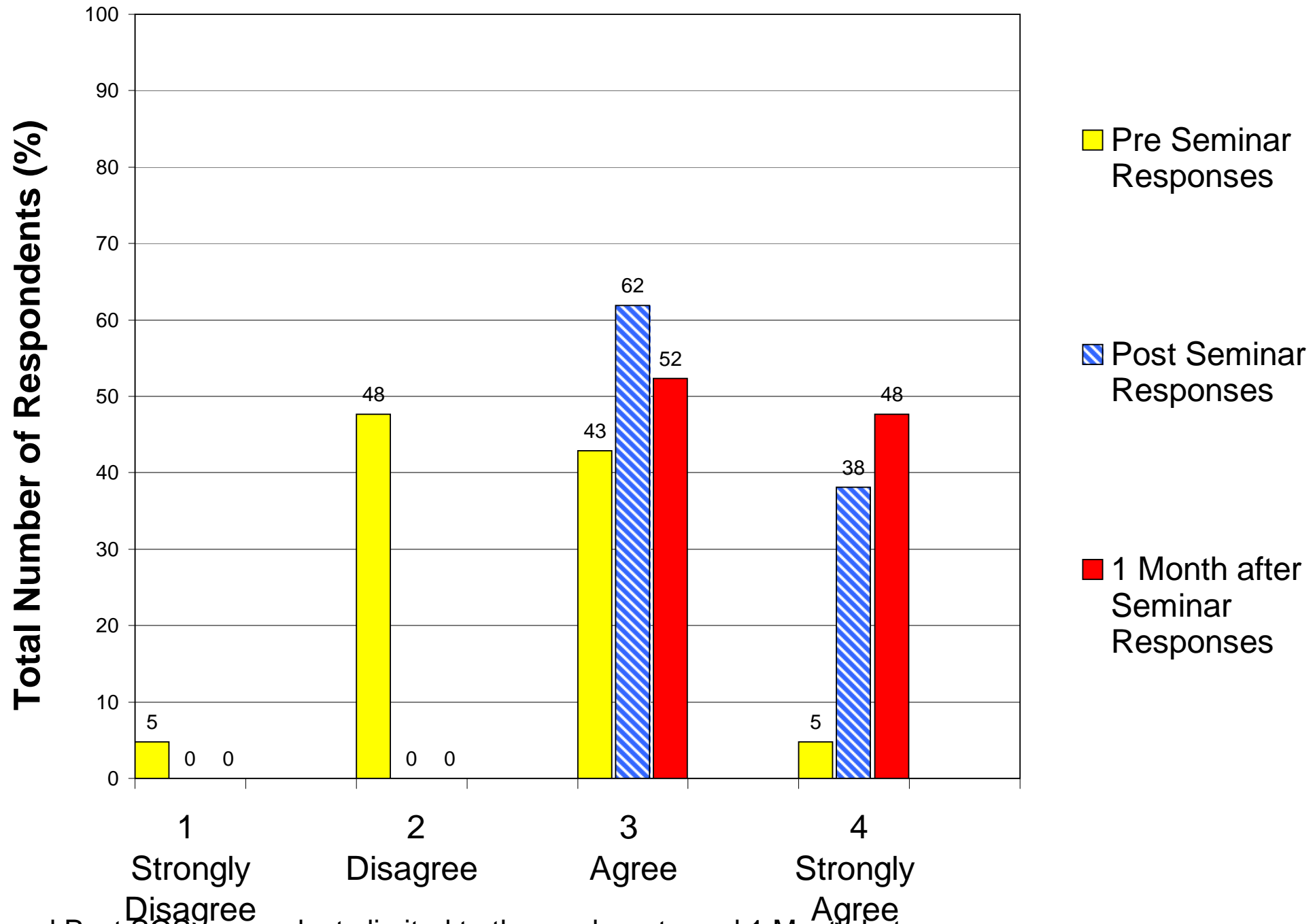
I Provide Effective Customer Service



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

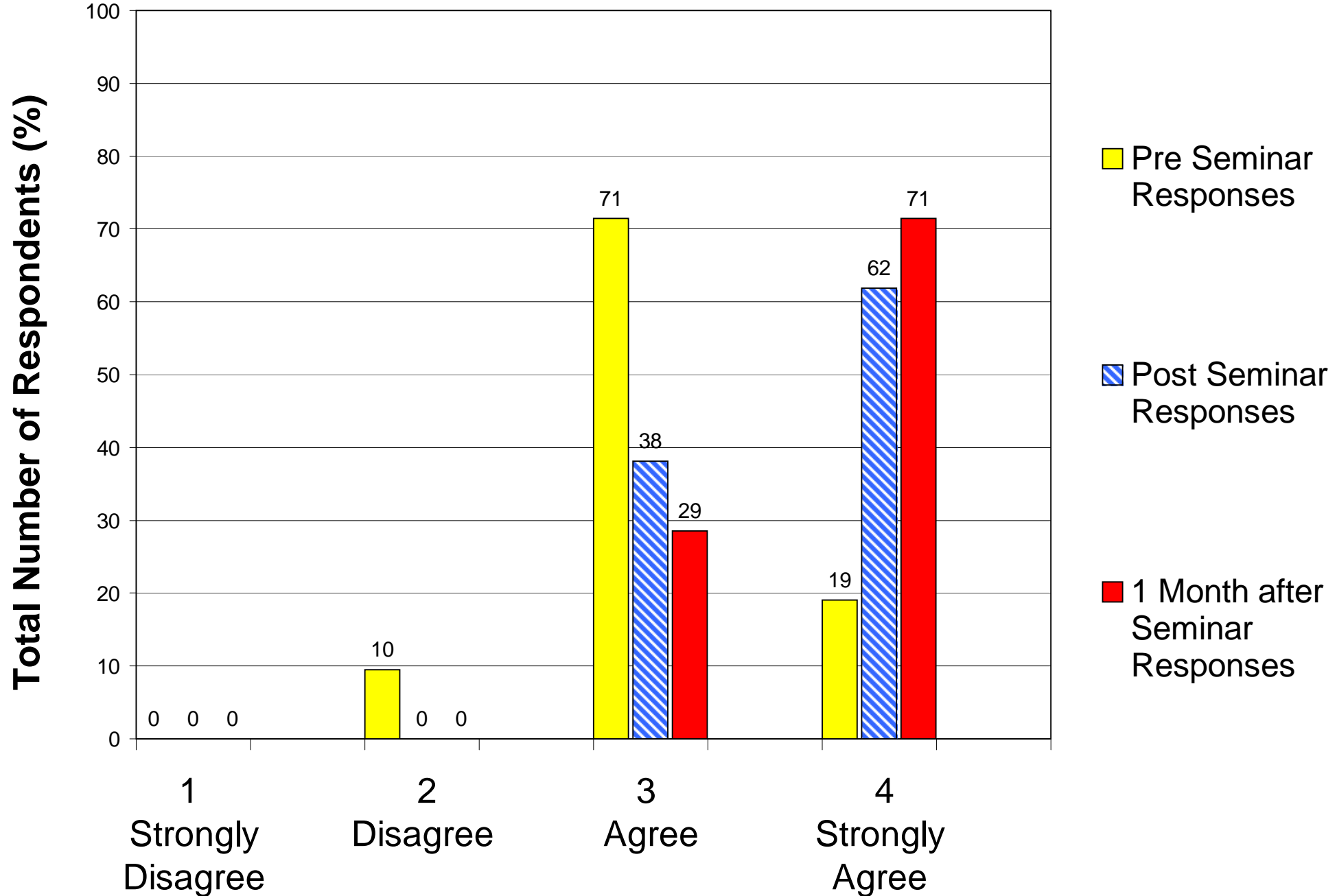
It Is Easy For Me To Ask Clients For Referrals



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

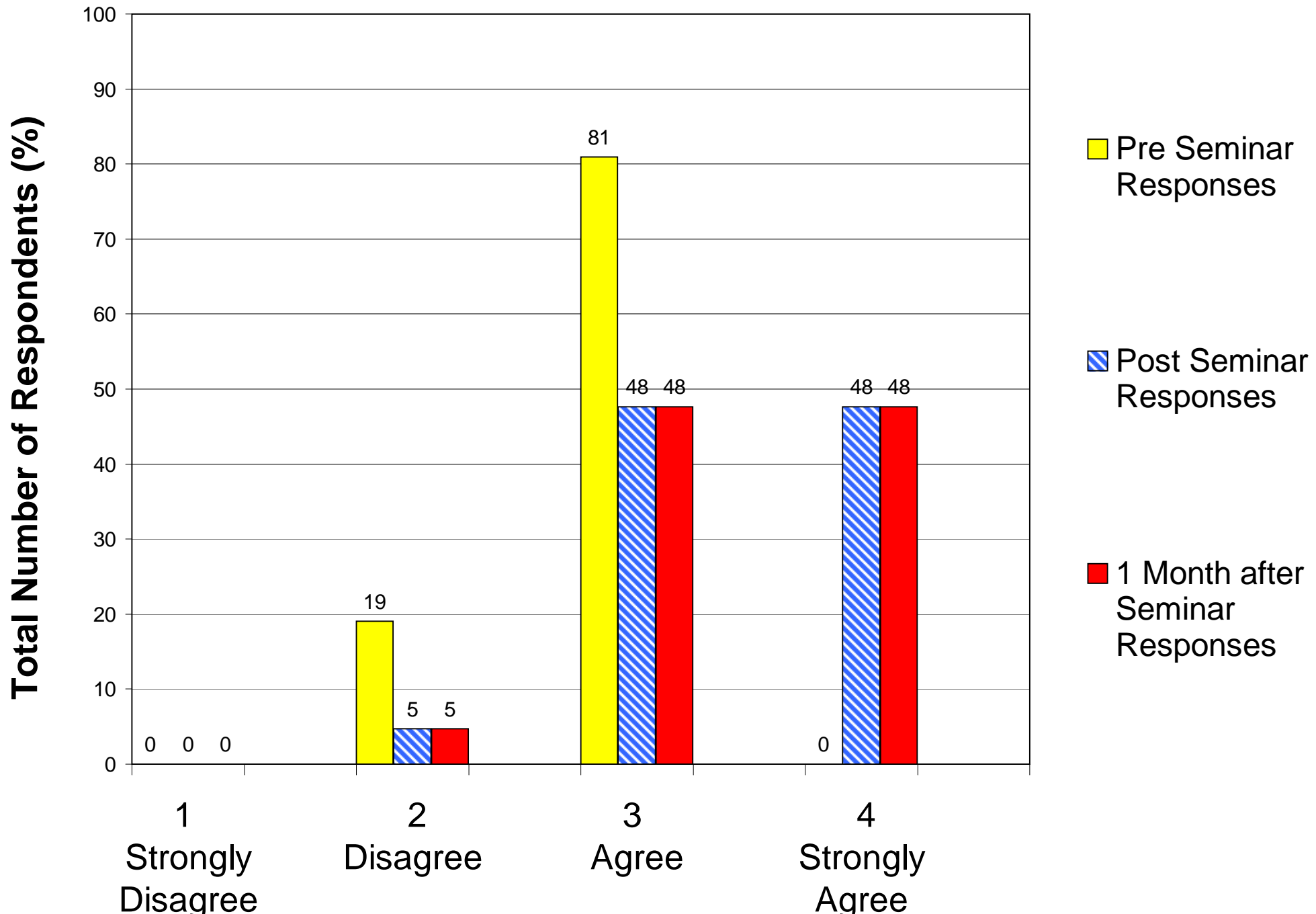
I Offer My Clients Other Opportunities



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

I View Myself As Prosperous



*Pre and Post SOS respondents limited to those who returned 1 Month Later survey