

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

**Graphs compiled for  
EO ORGANIZATION COMPANIES  
Pre, Post and 30 Day Later Form Analysis**

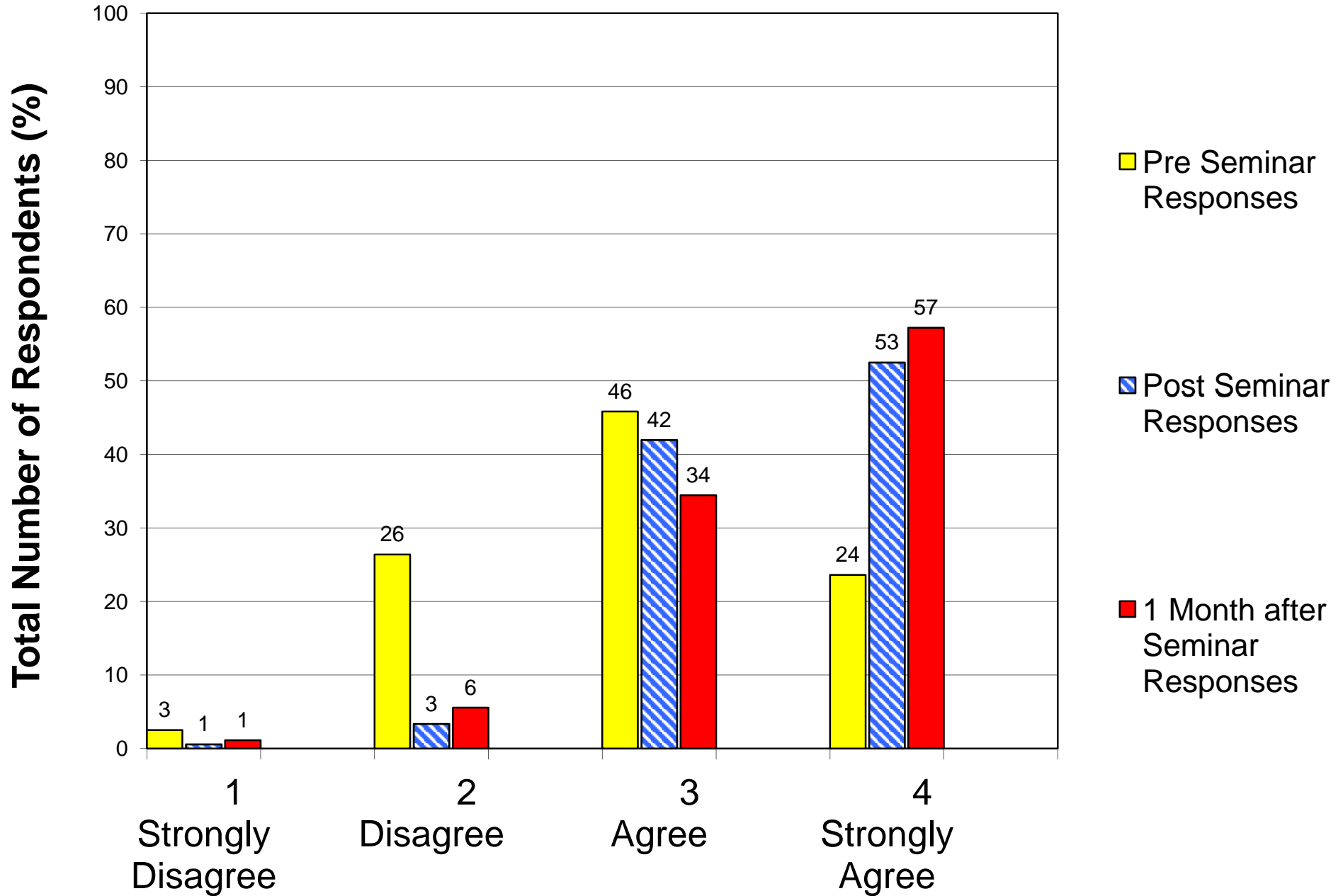
**20 Participants**

**Instructor: Jerry Teplitz**

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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

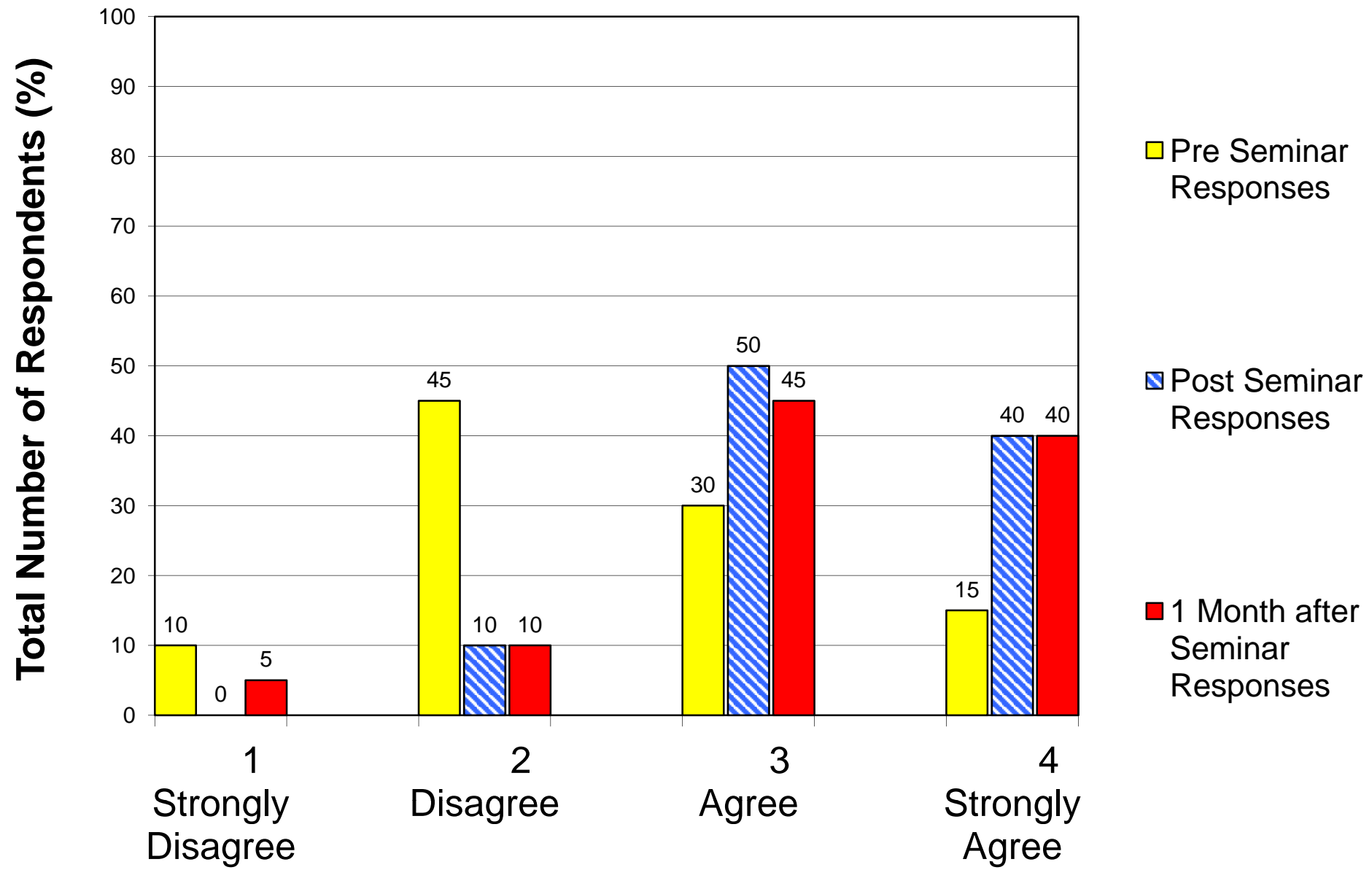
## Overall Total Average



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

# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

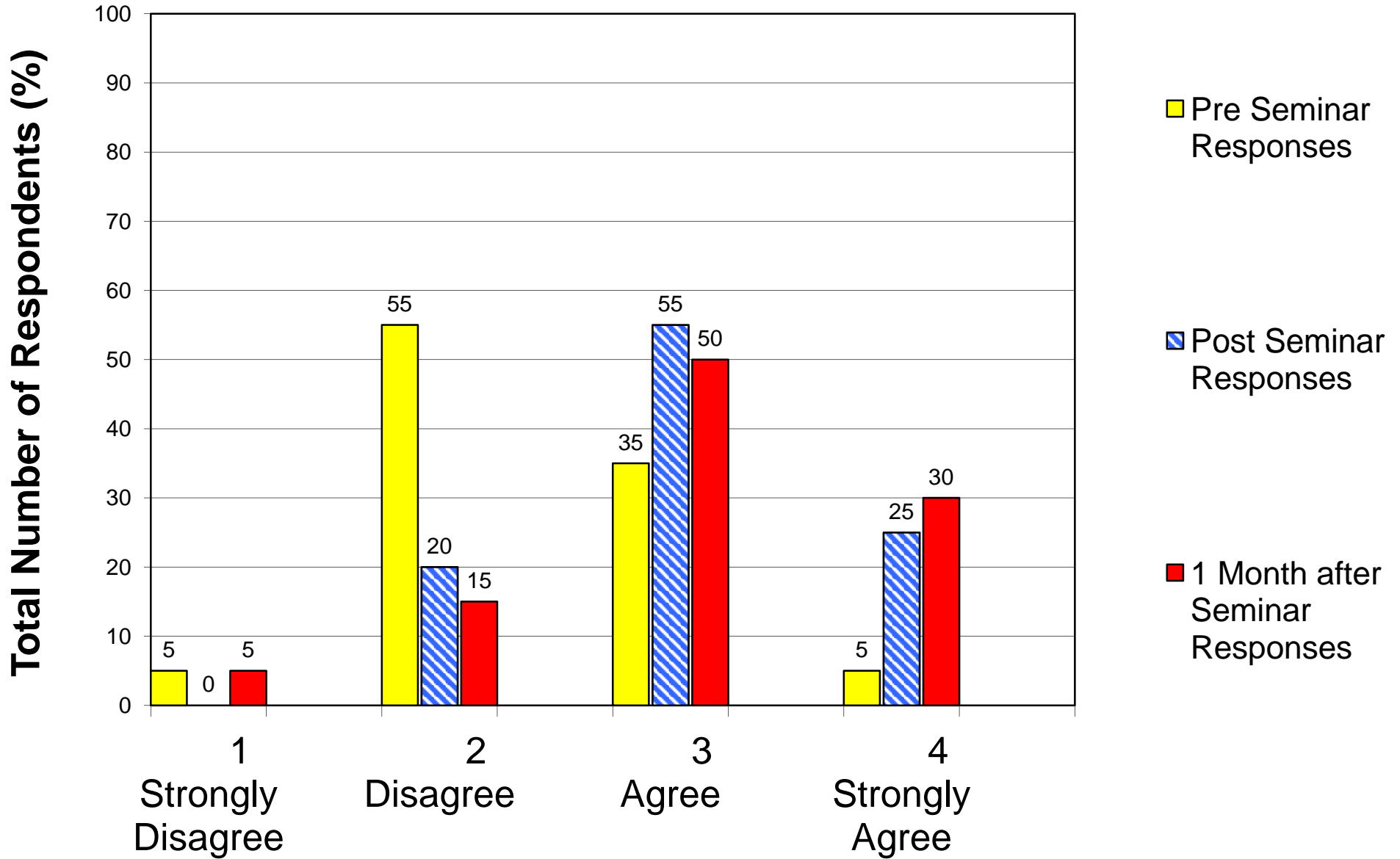
## I Handle Rejection Well



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

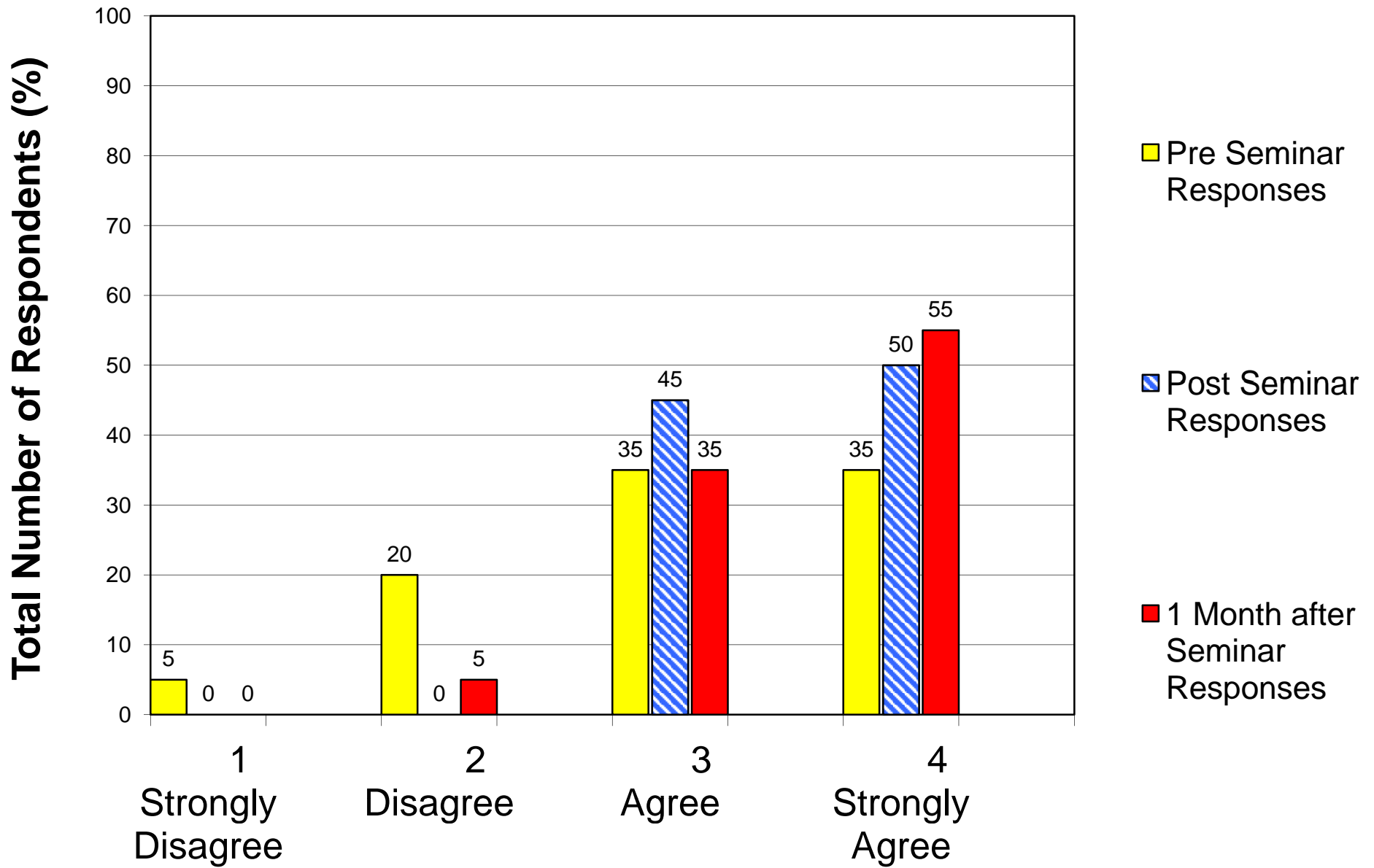
## I Research Potential Clients Prior To Contacting Them



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

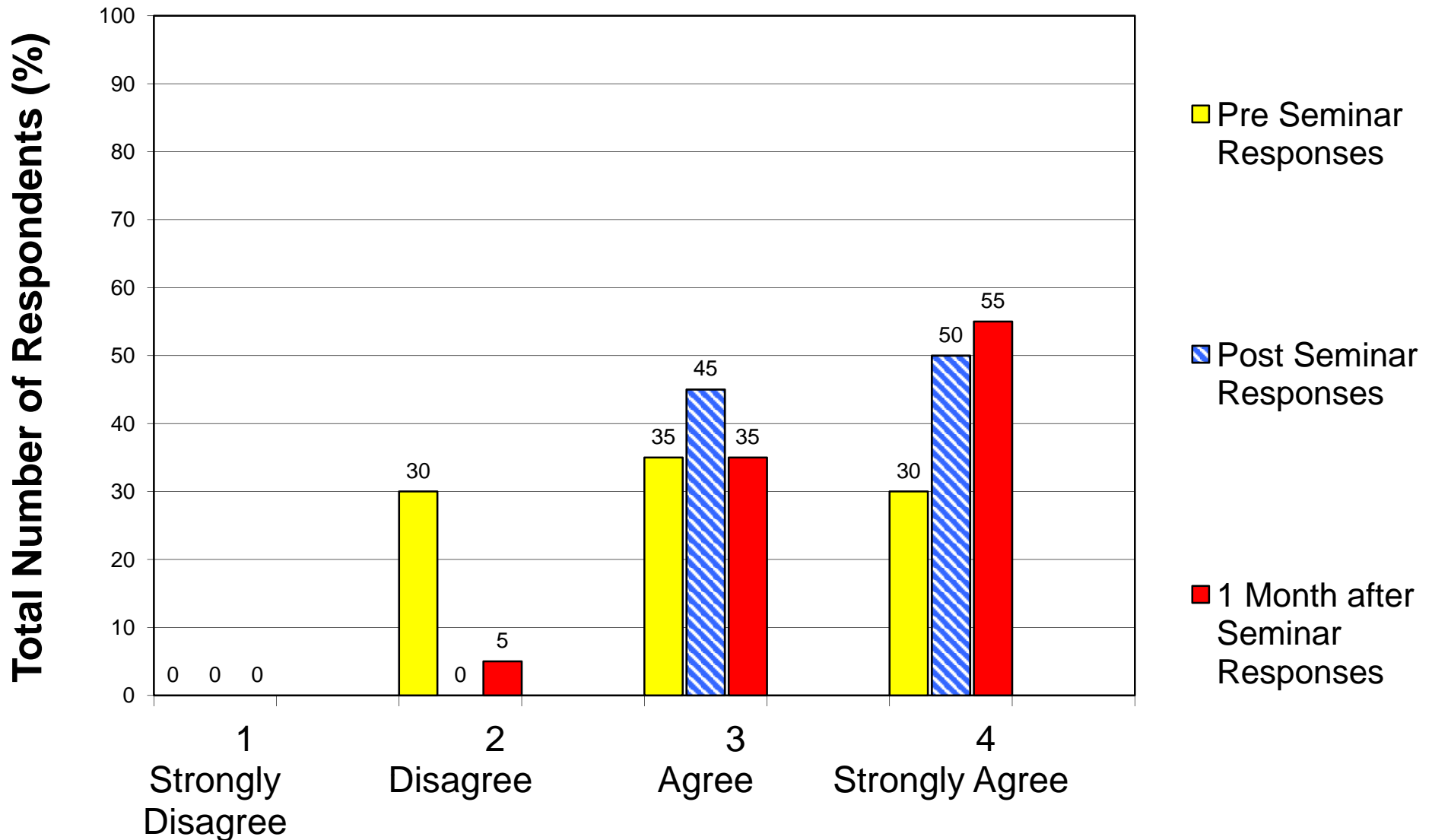
## I Enjoy Selling



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

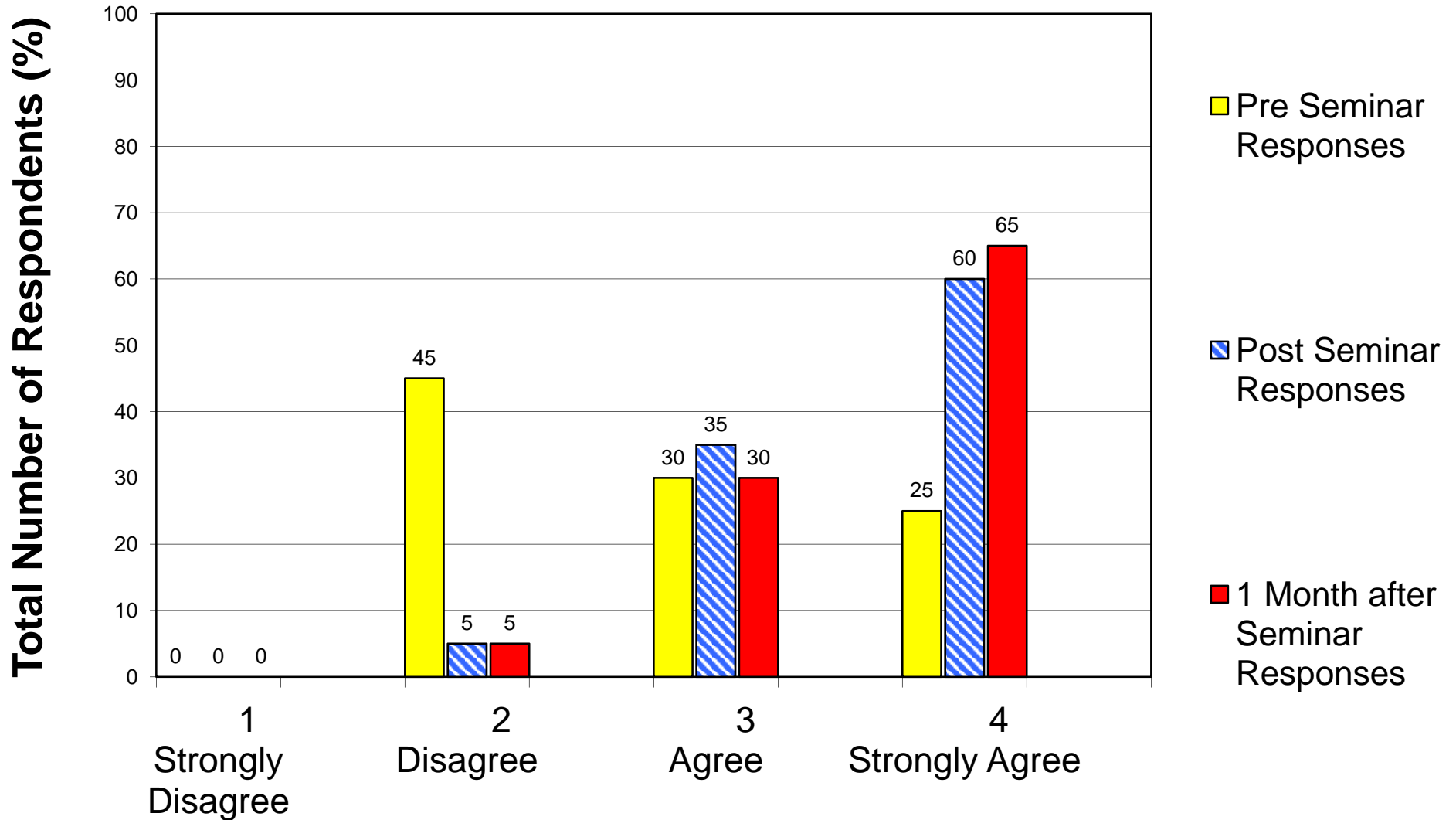
# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

## I Am Effective As A Salesperson



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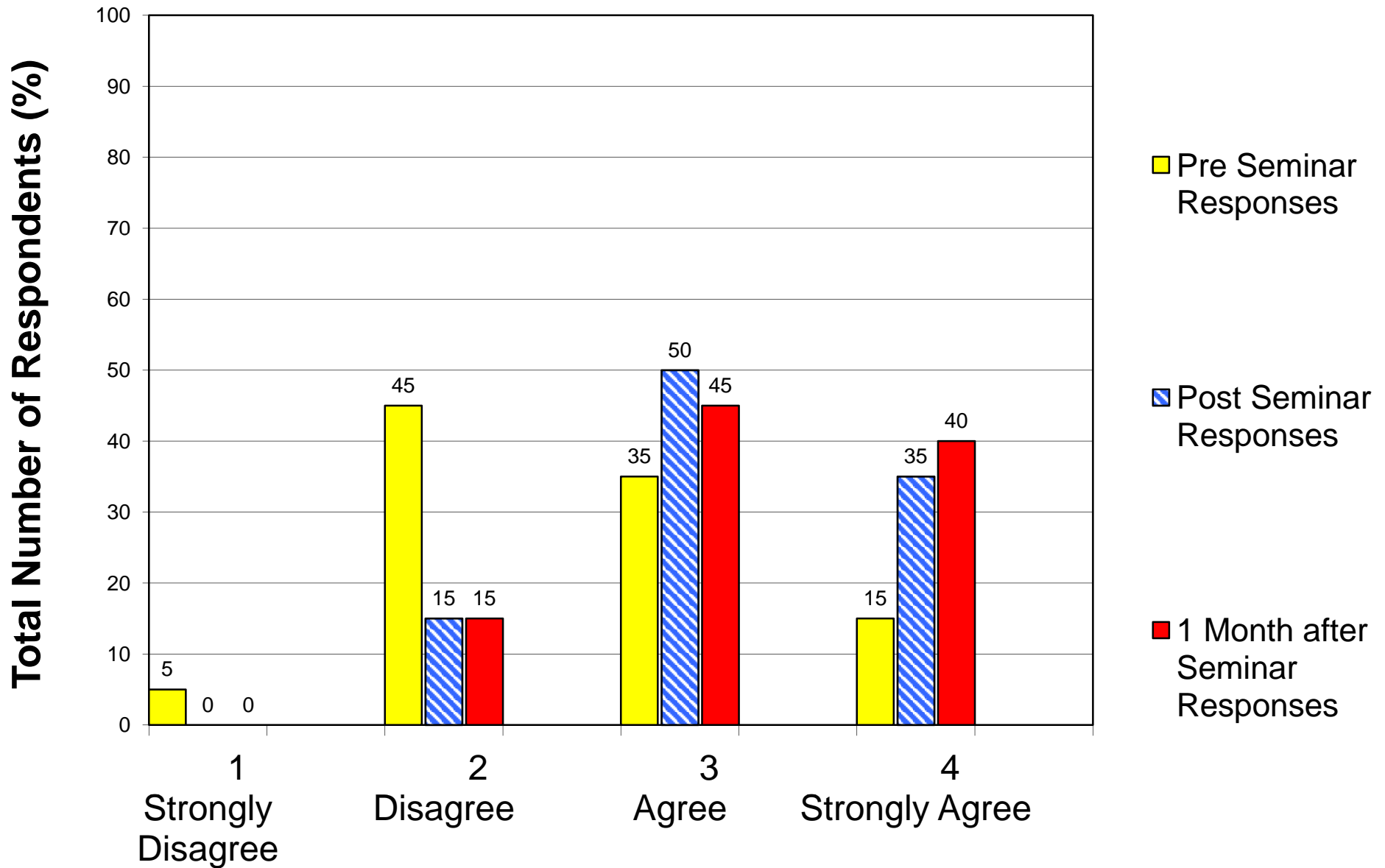
# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE I View Myself As A Successful Salesperson



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COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

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

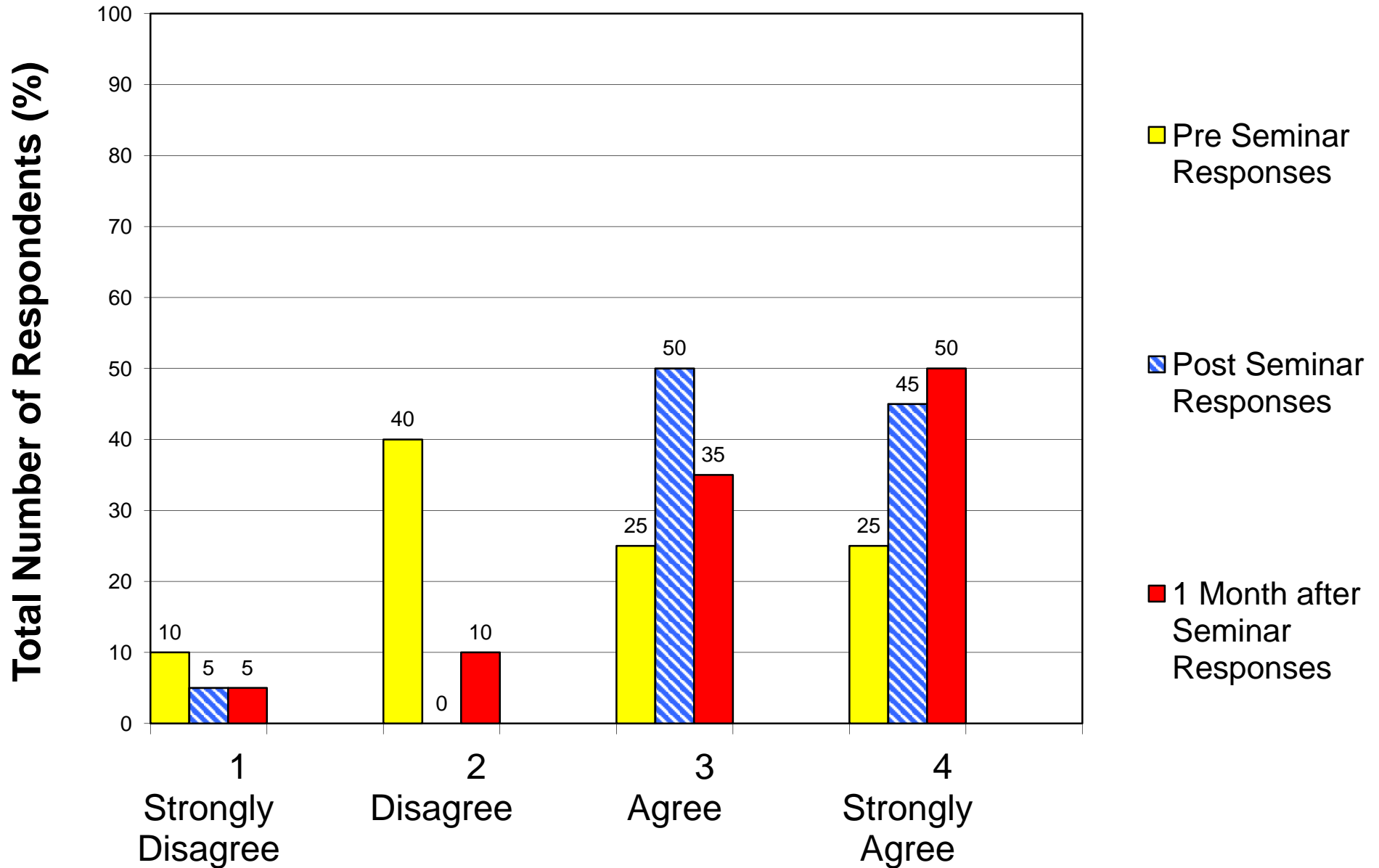


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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

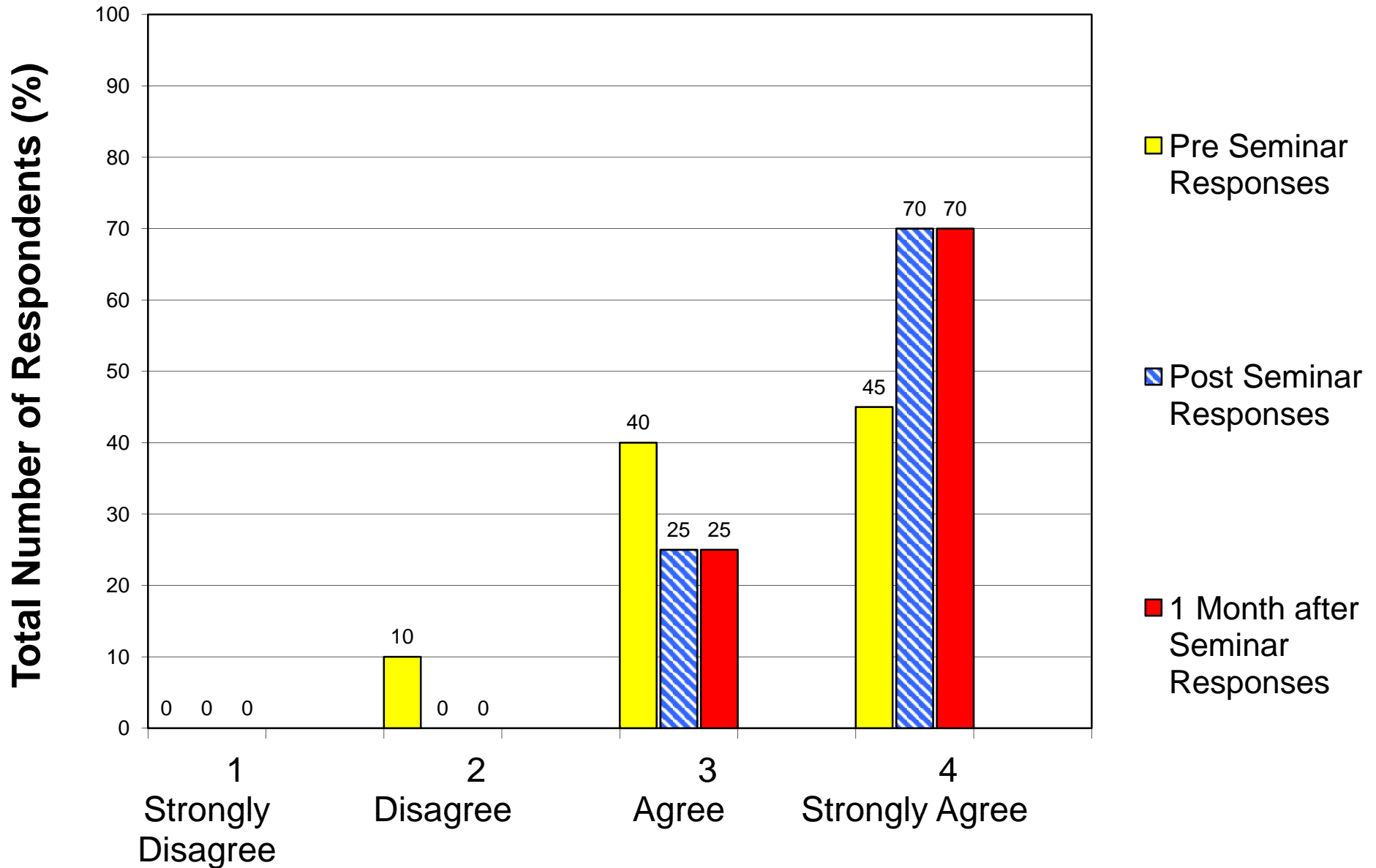
## It Is Easy For Me To Make Cold Calls In Person



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

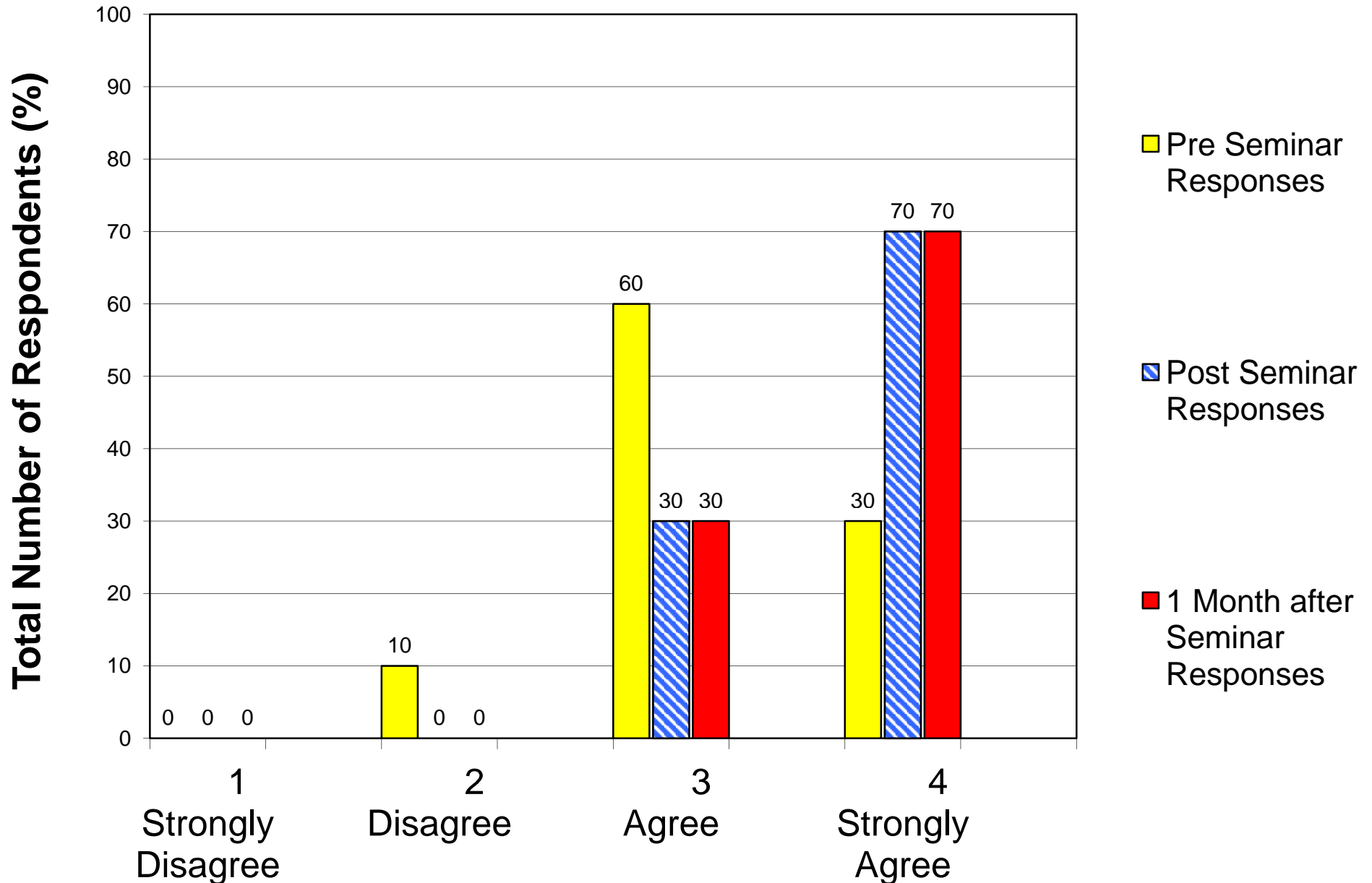
## I Am Comfortable Talking On The Phone



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

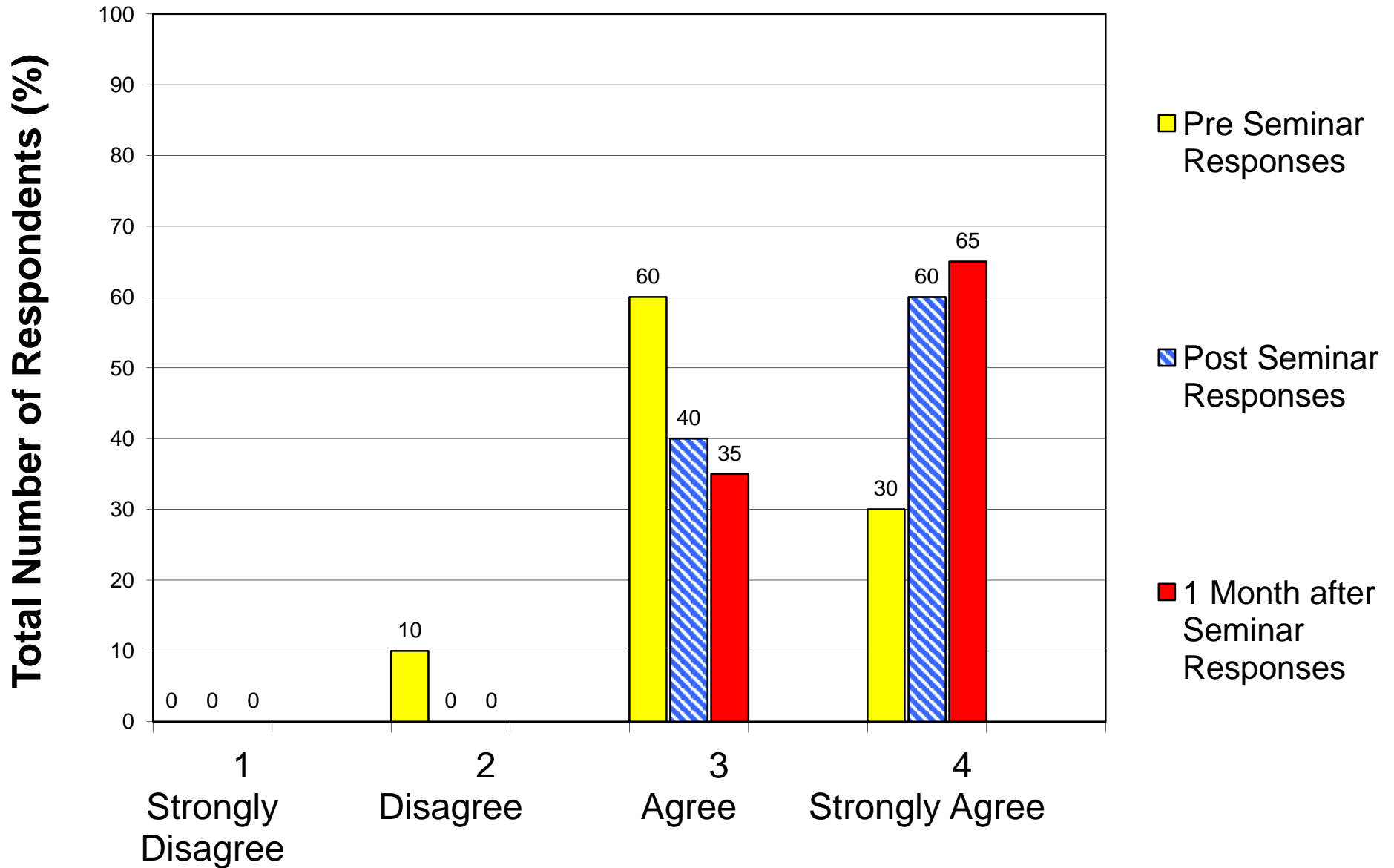
## I Am Comfortable With Face to Face Visits



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

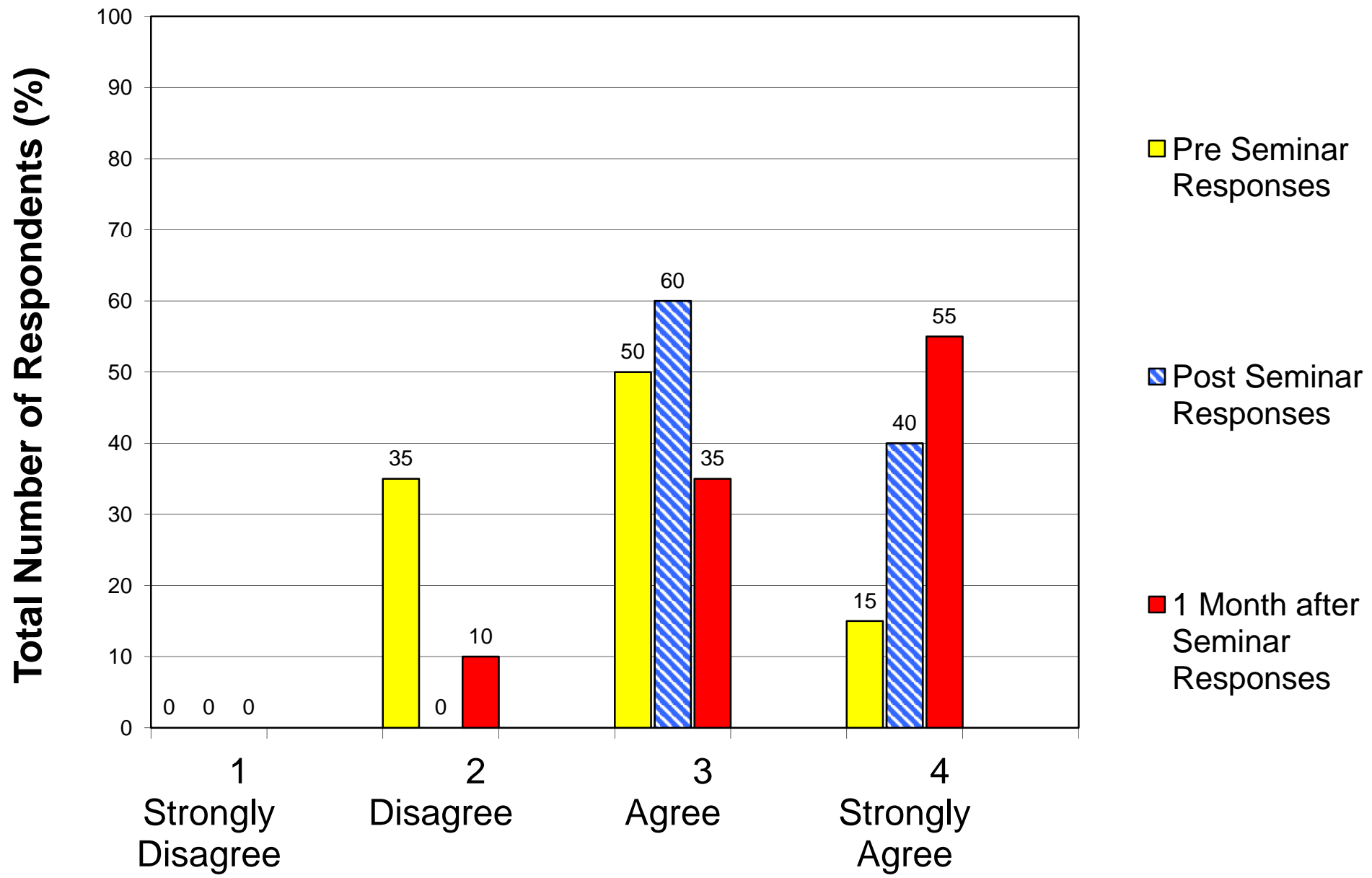
## I Develop A Rapport Quickly With A Client



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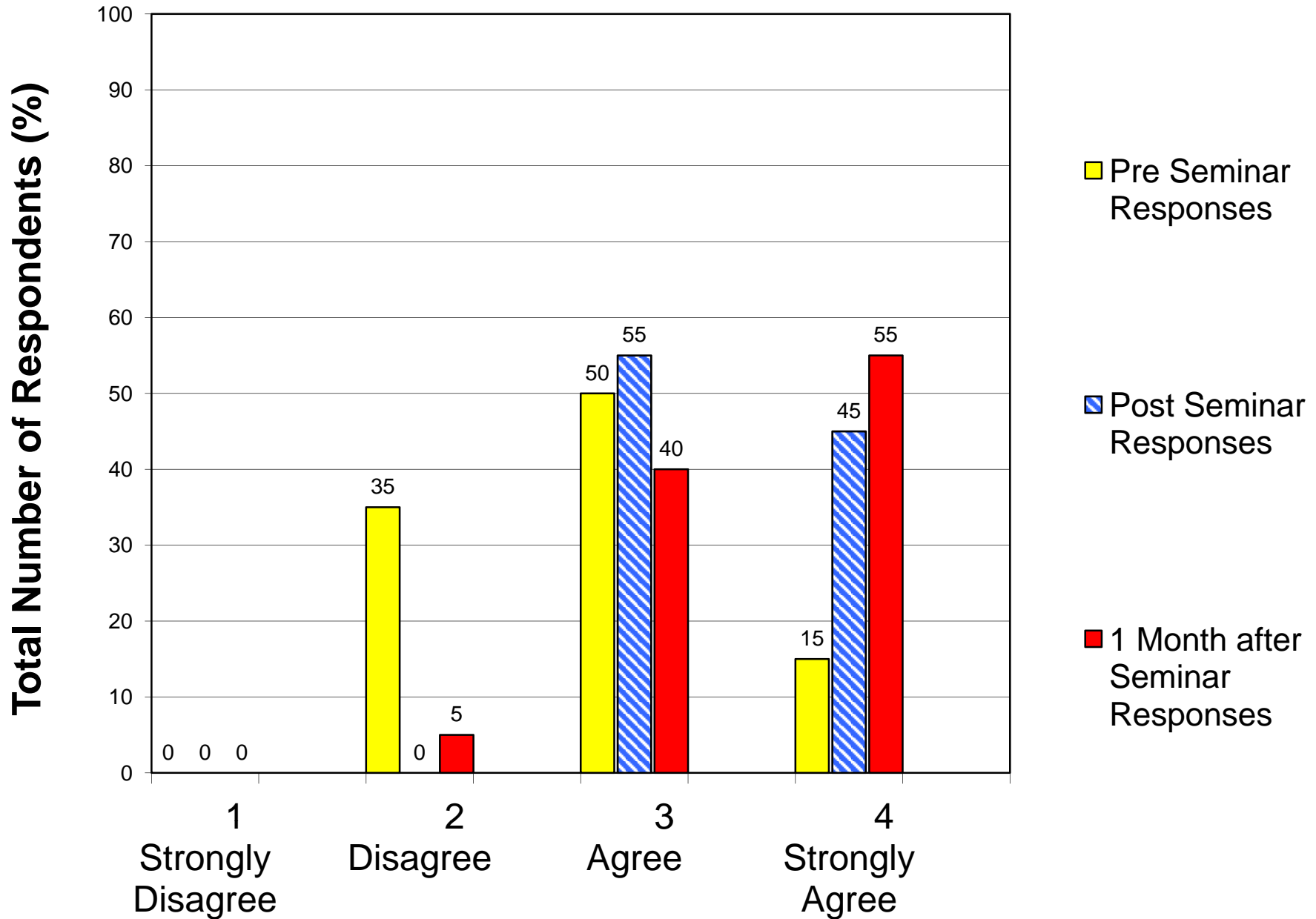
# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

## I Effectively Begin The Presentation



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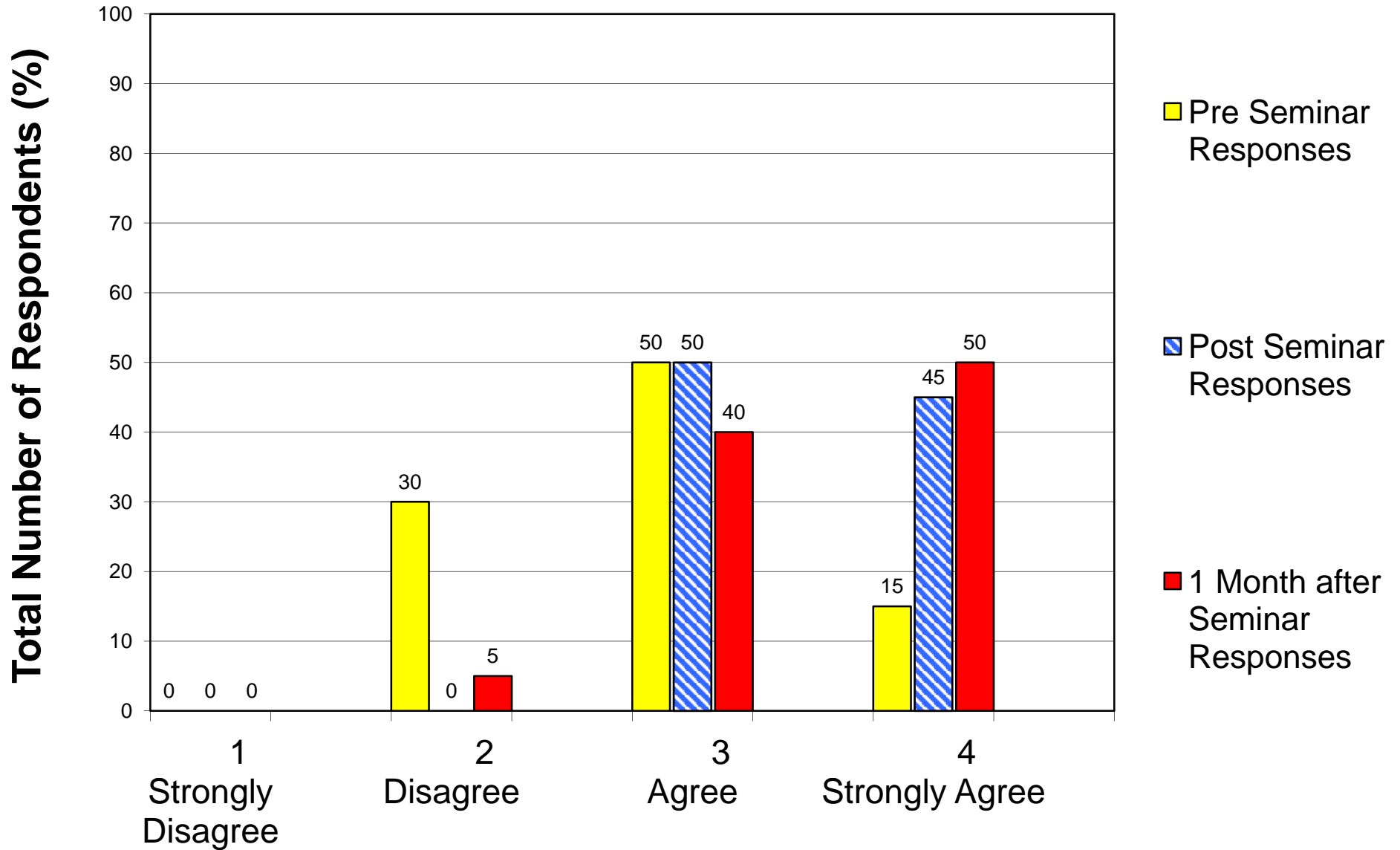
# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE I Effectively Answer Objections And Questions



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

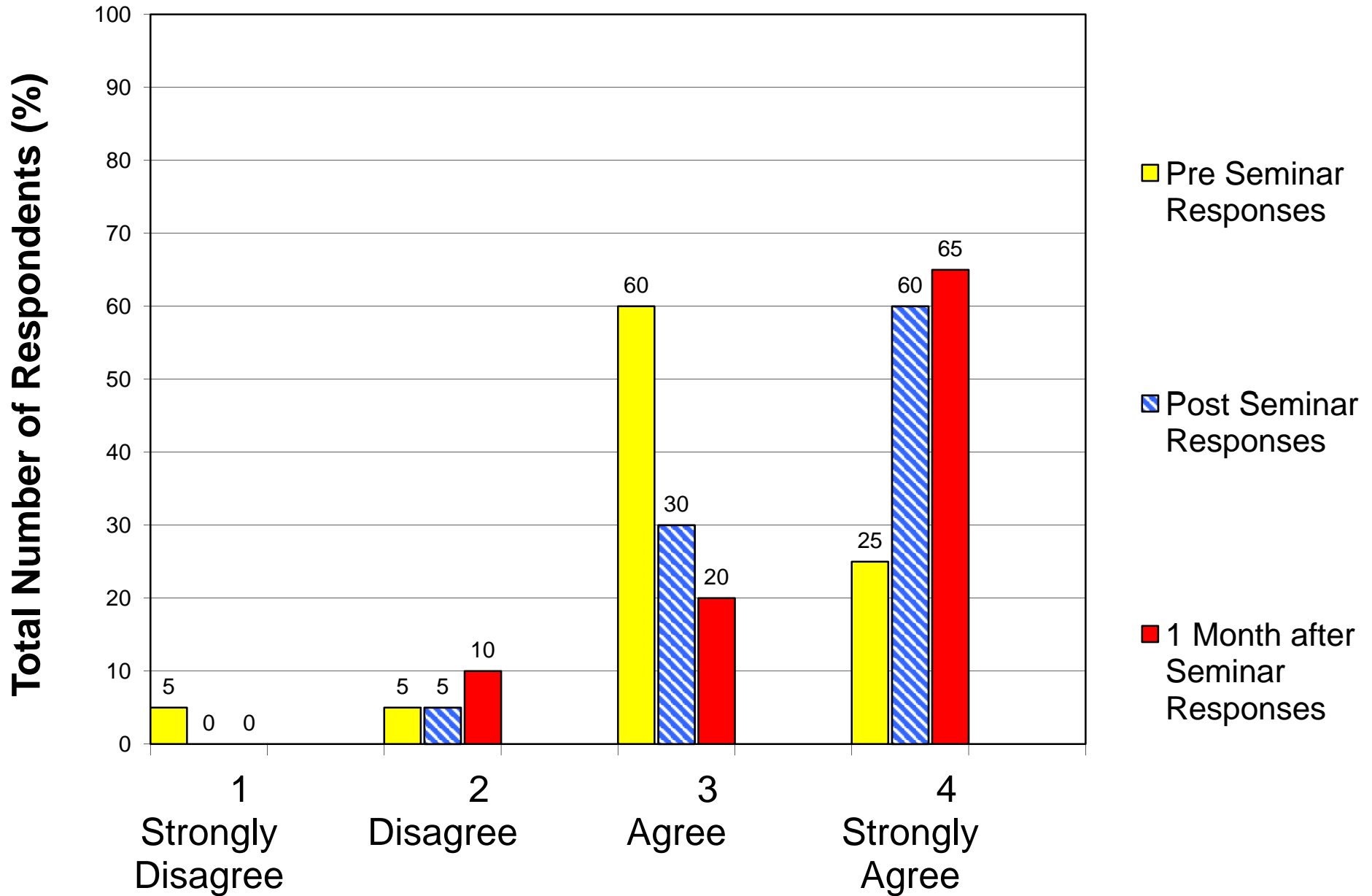
## I Am Comfortable Asking For The Order And Closing The Sale



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

## It Is Easy For Me To Write Proposals

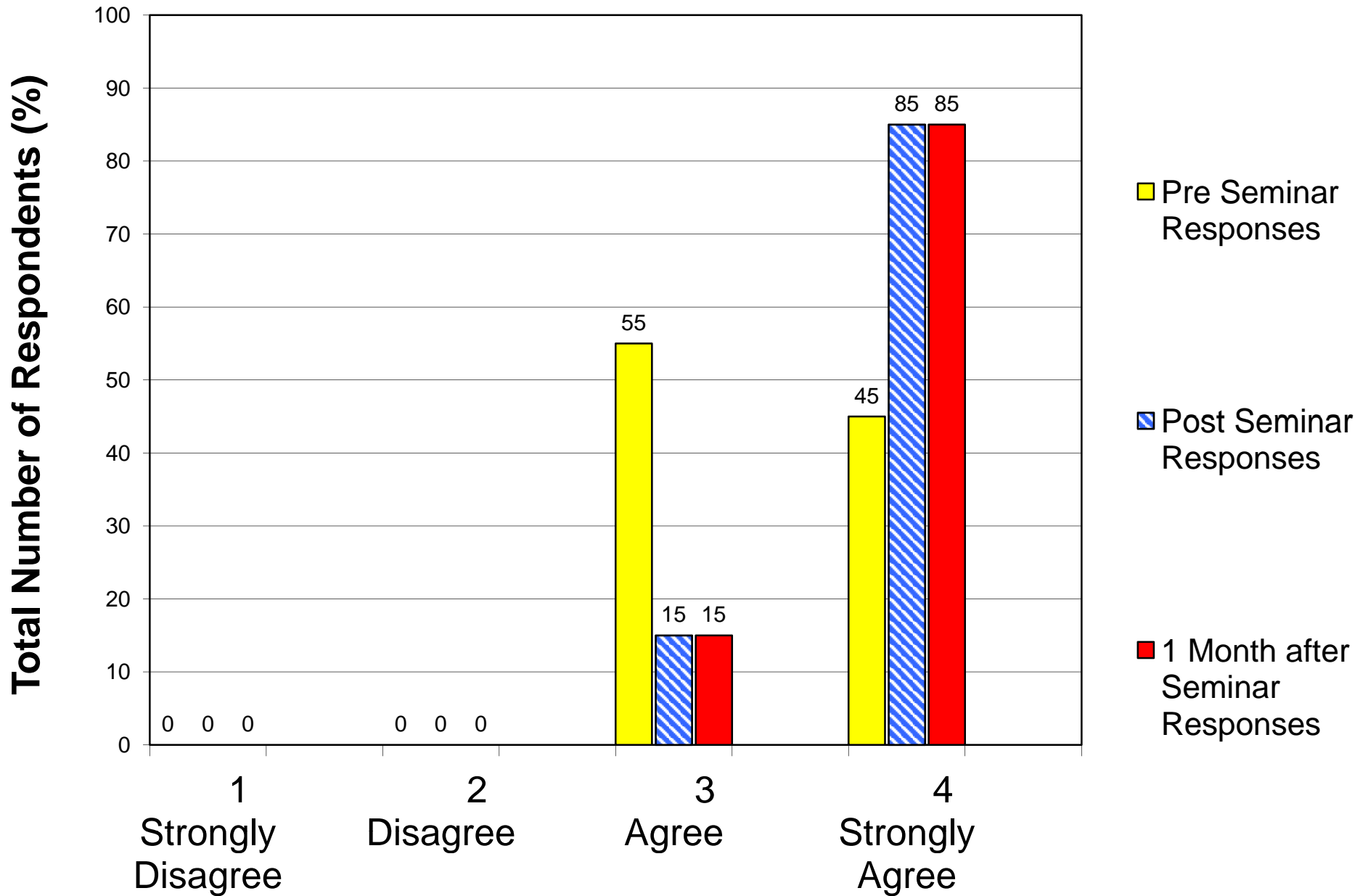


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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

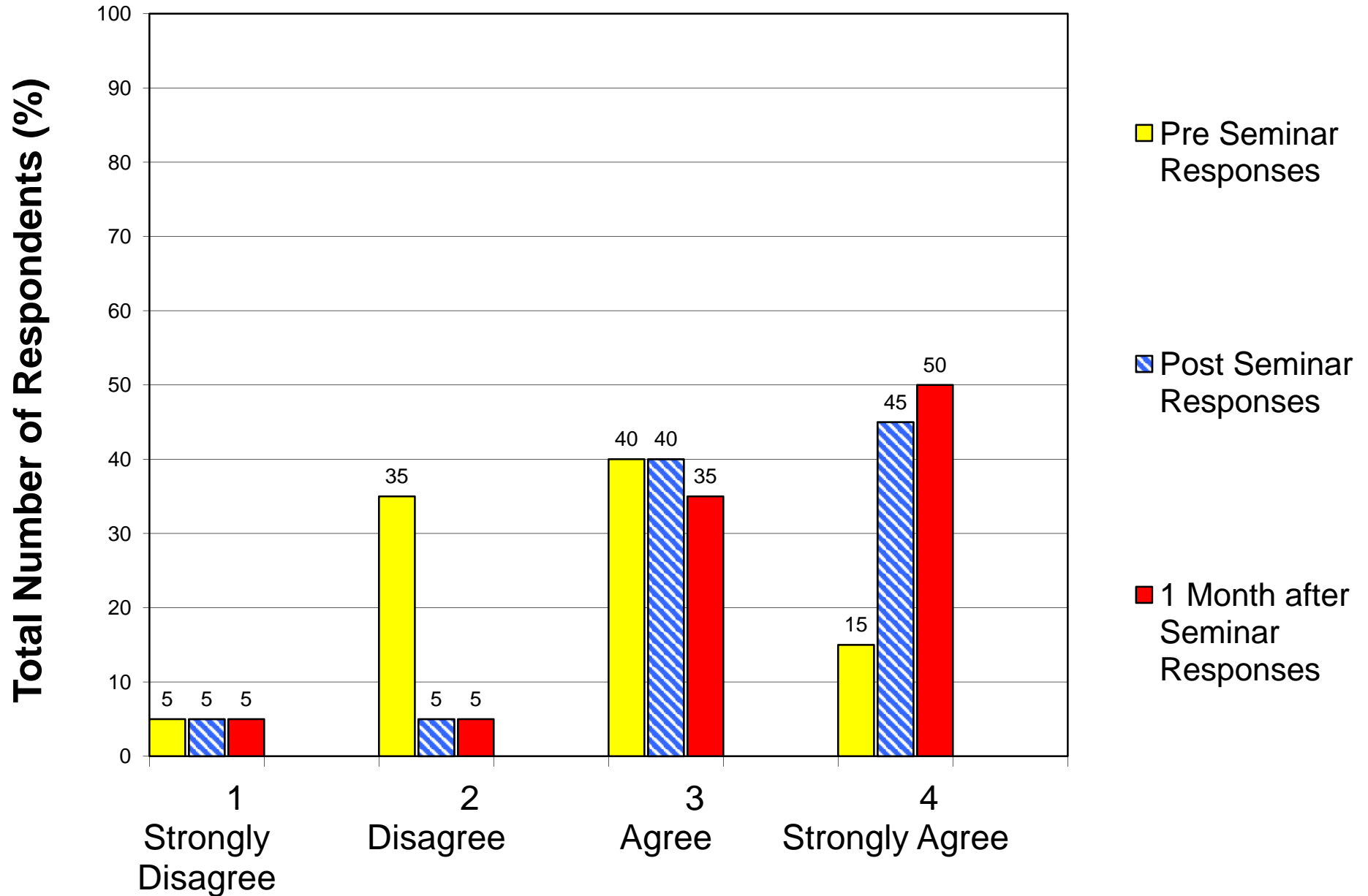
## I Provide Effective Customer Service



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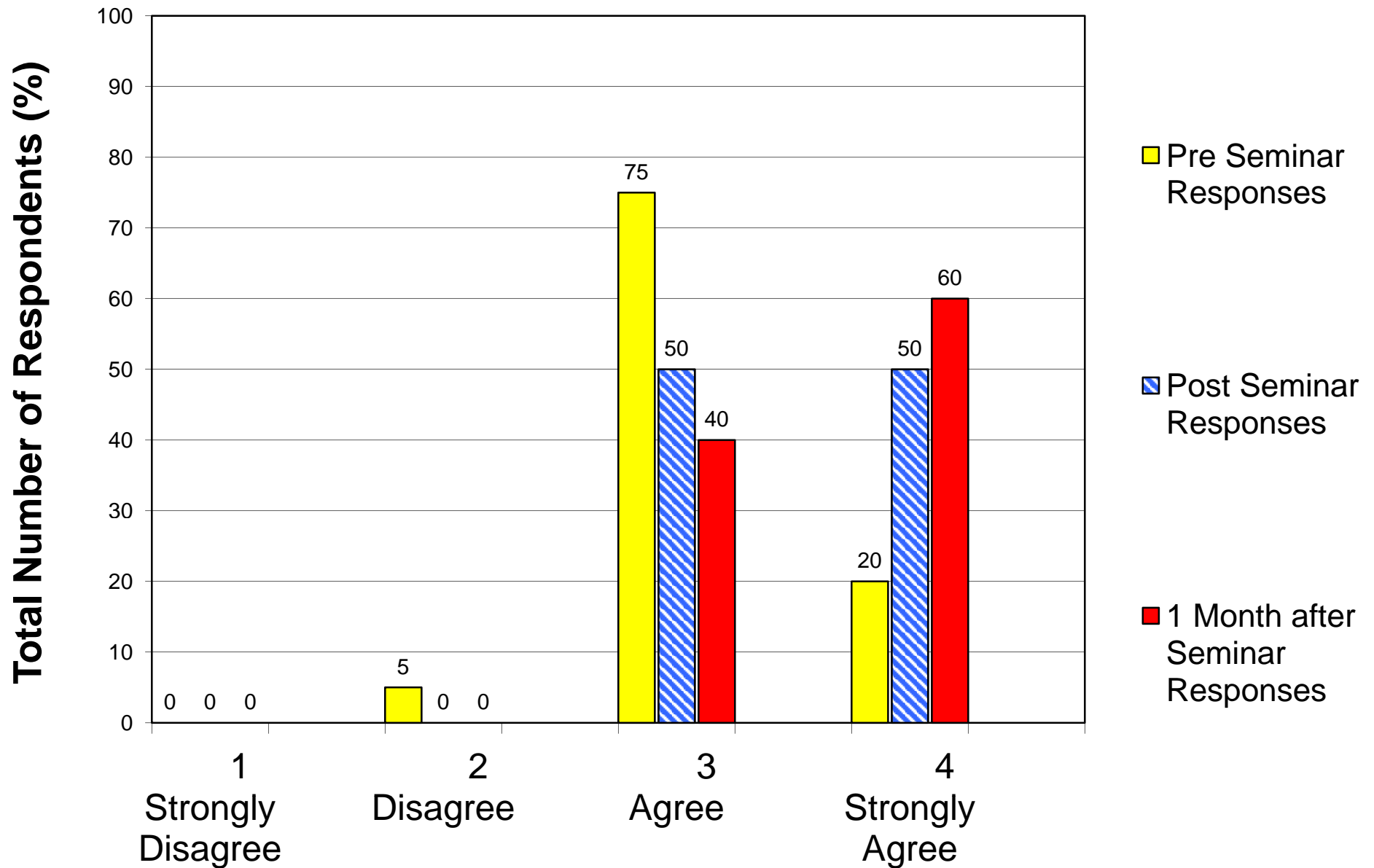
## It Is Easy For Me To Ask Clients For Referrals



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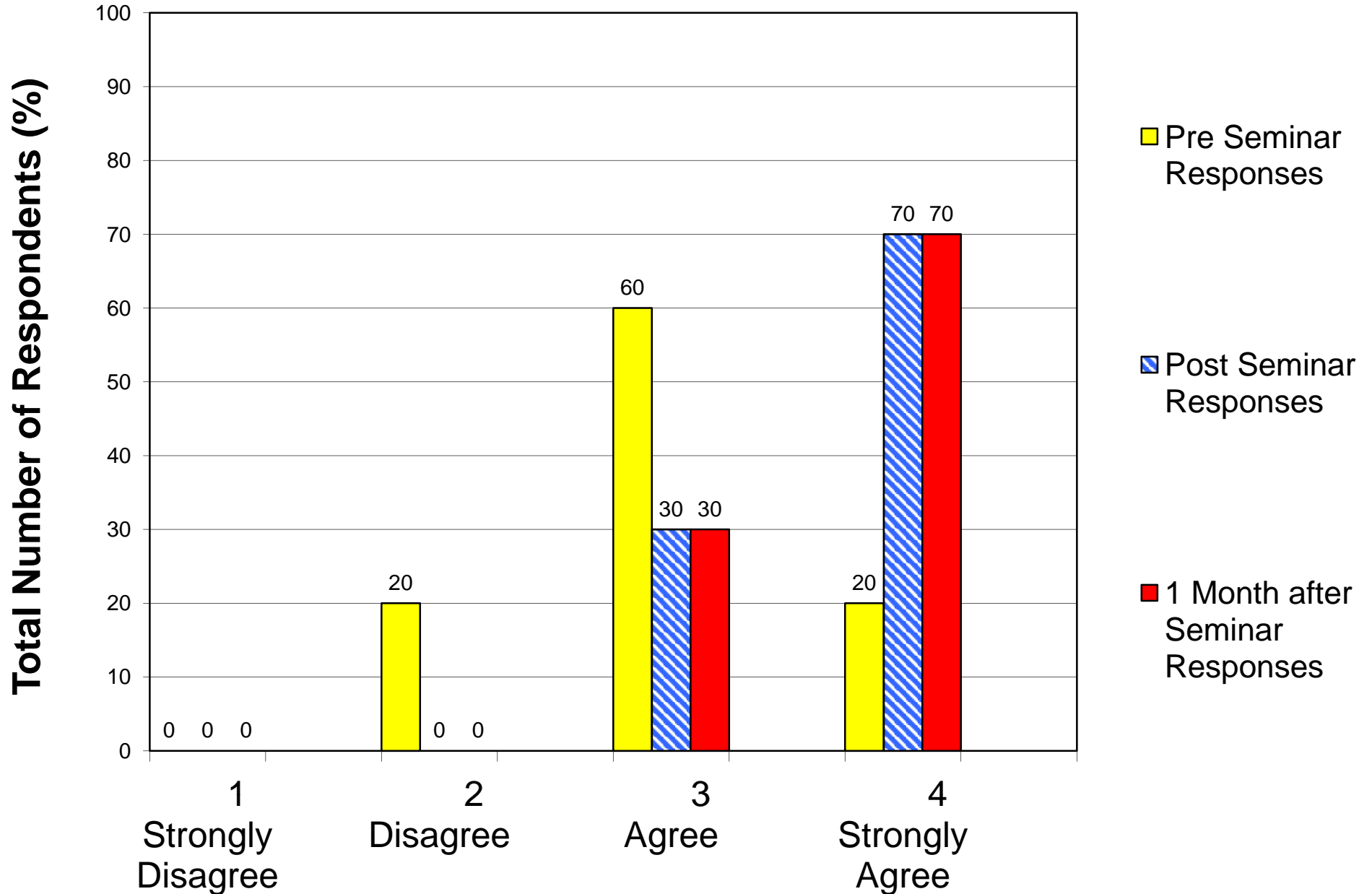
## I Offer My Clients Other Opportunities



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# COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

## I View Myself As Prosperous



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