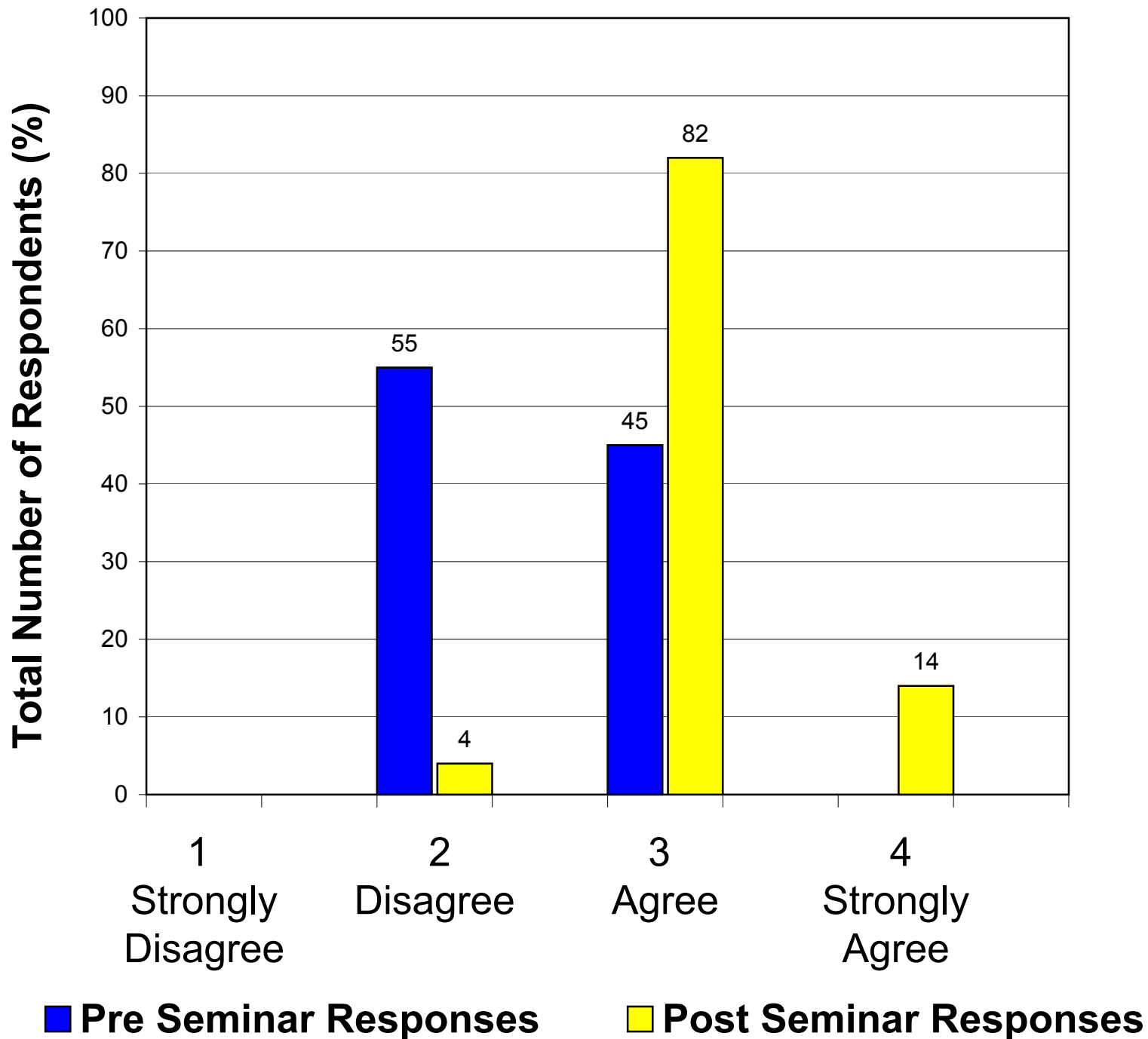


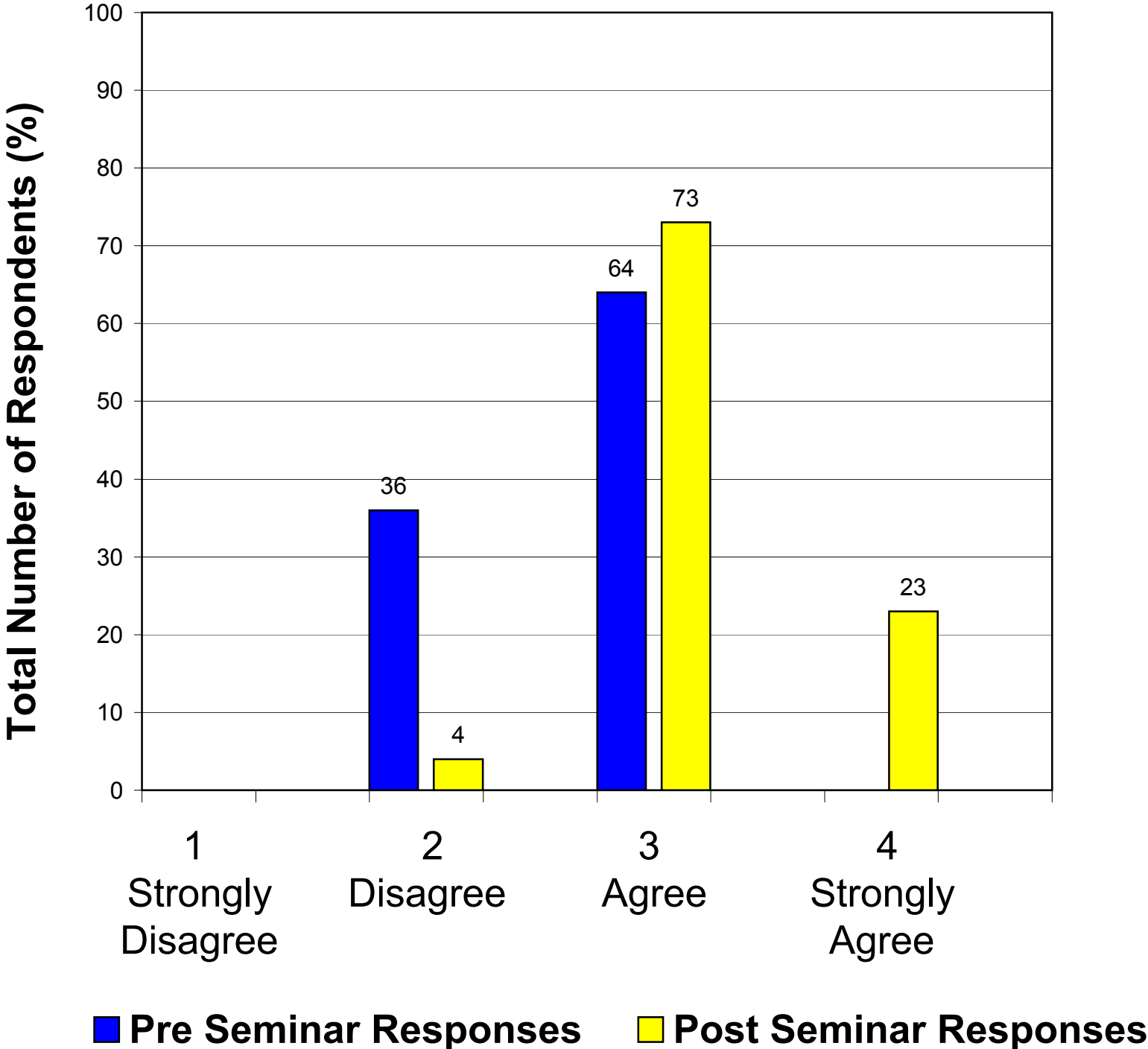


# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Handle Rejection Well

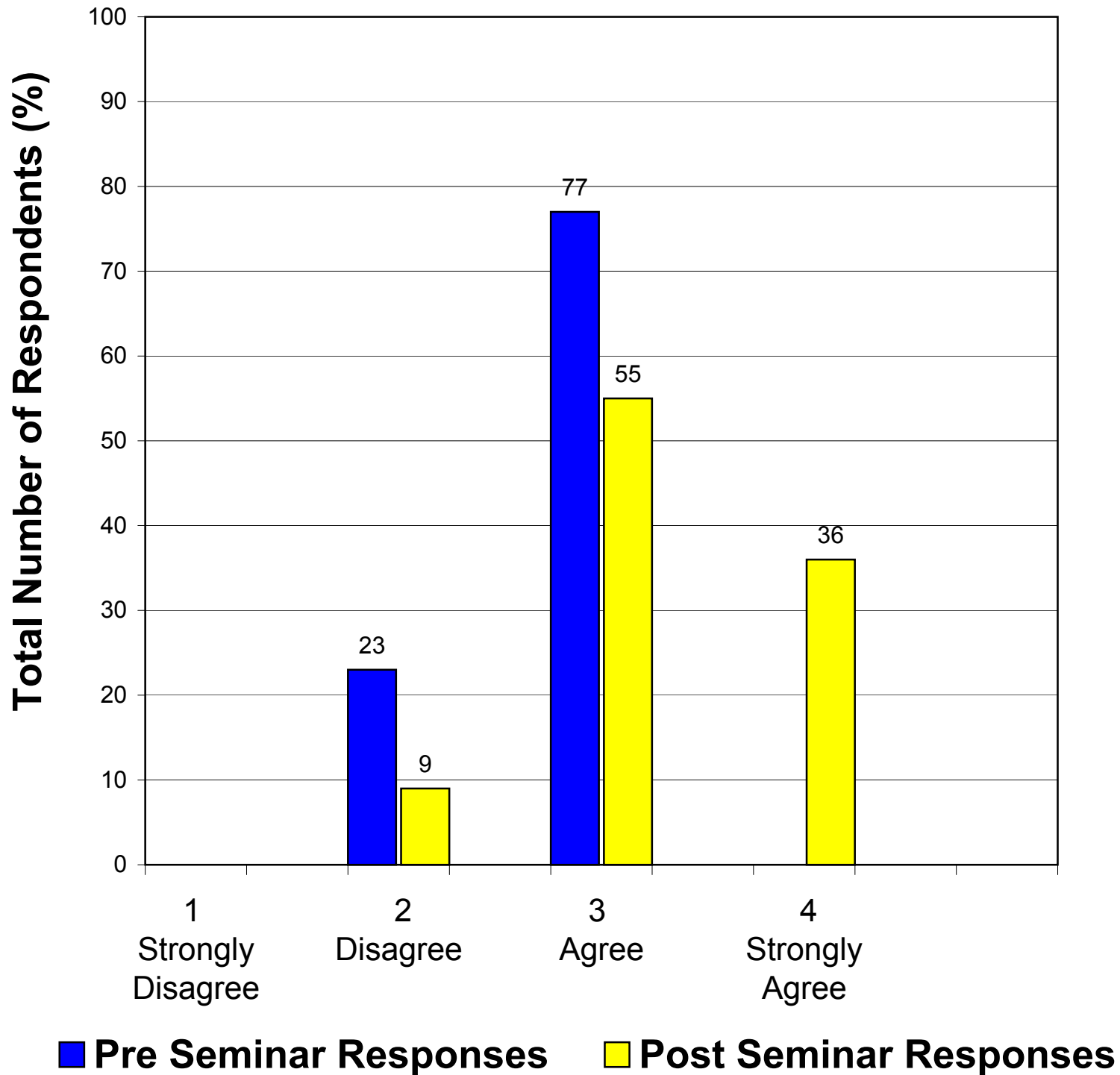


# COMPARISON: PRE AND POST SEMINAR RESPONSES I RESEARCH POTENTIAL CLIENTS PRIOR TO CONTACTING



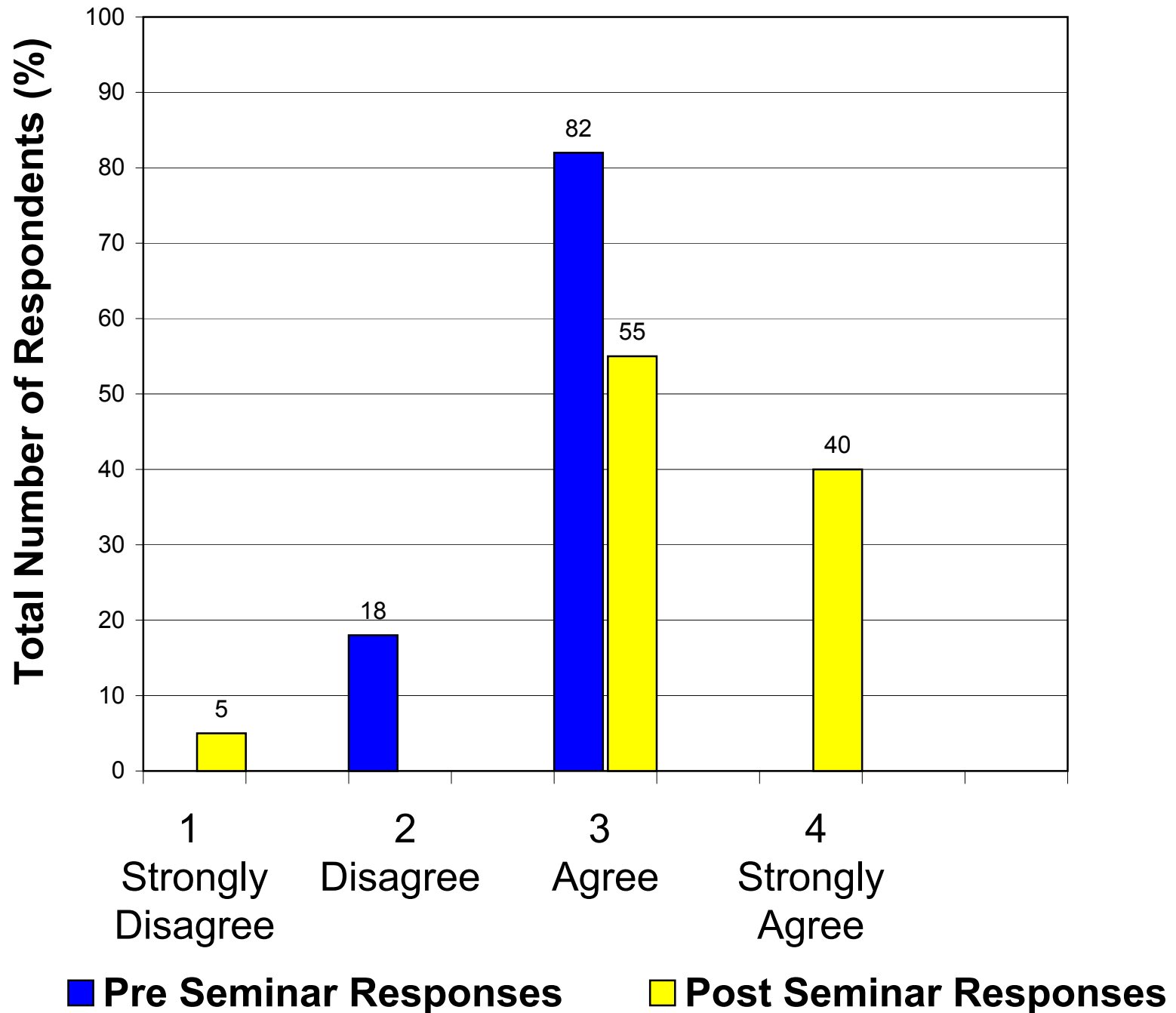
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Enjoy Selling



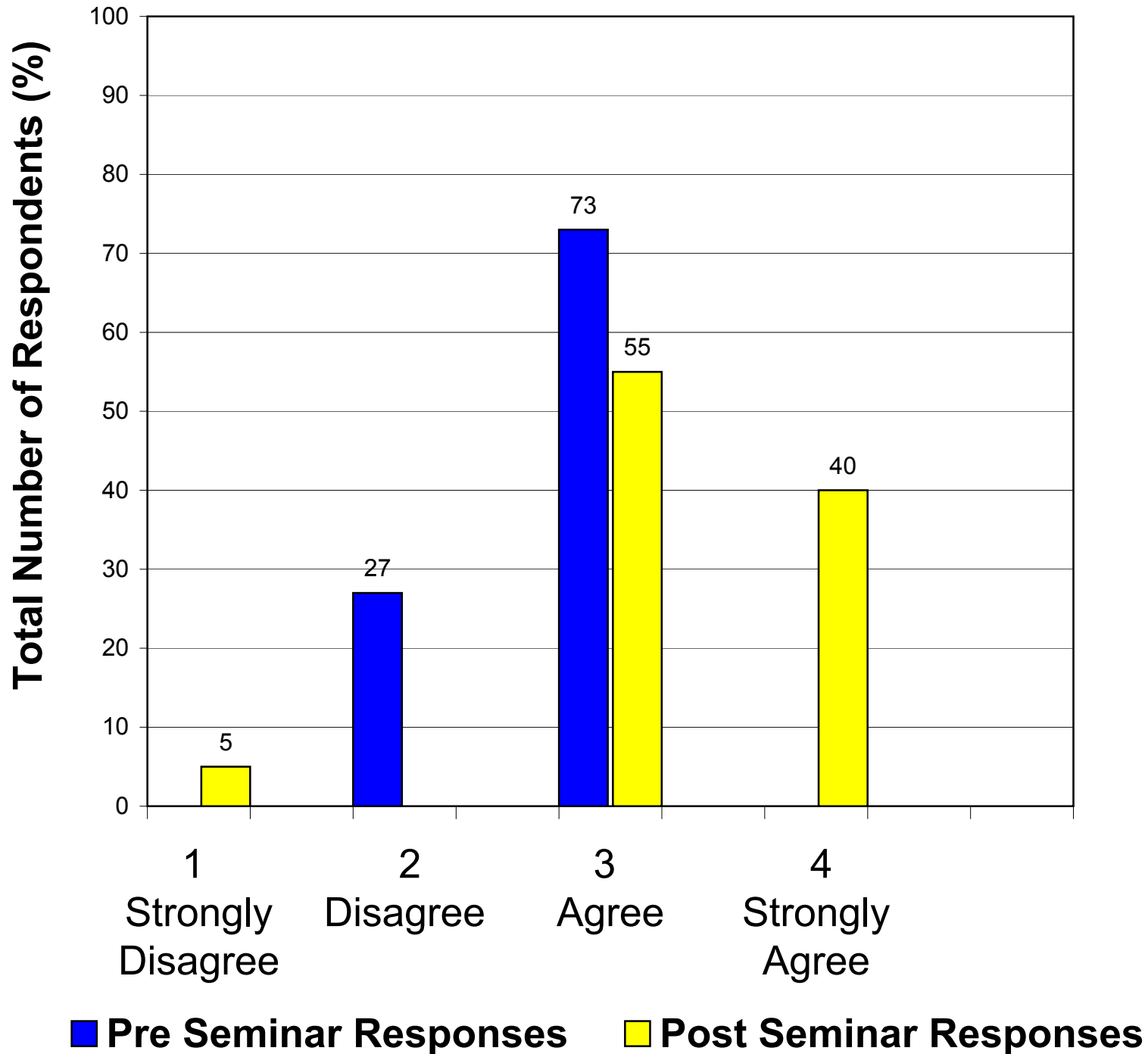
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Am Effective As A Salesperson



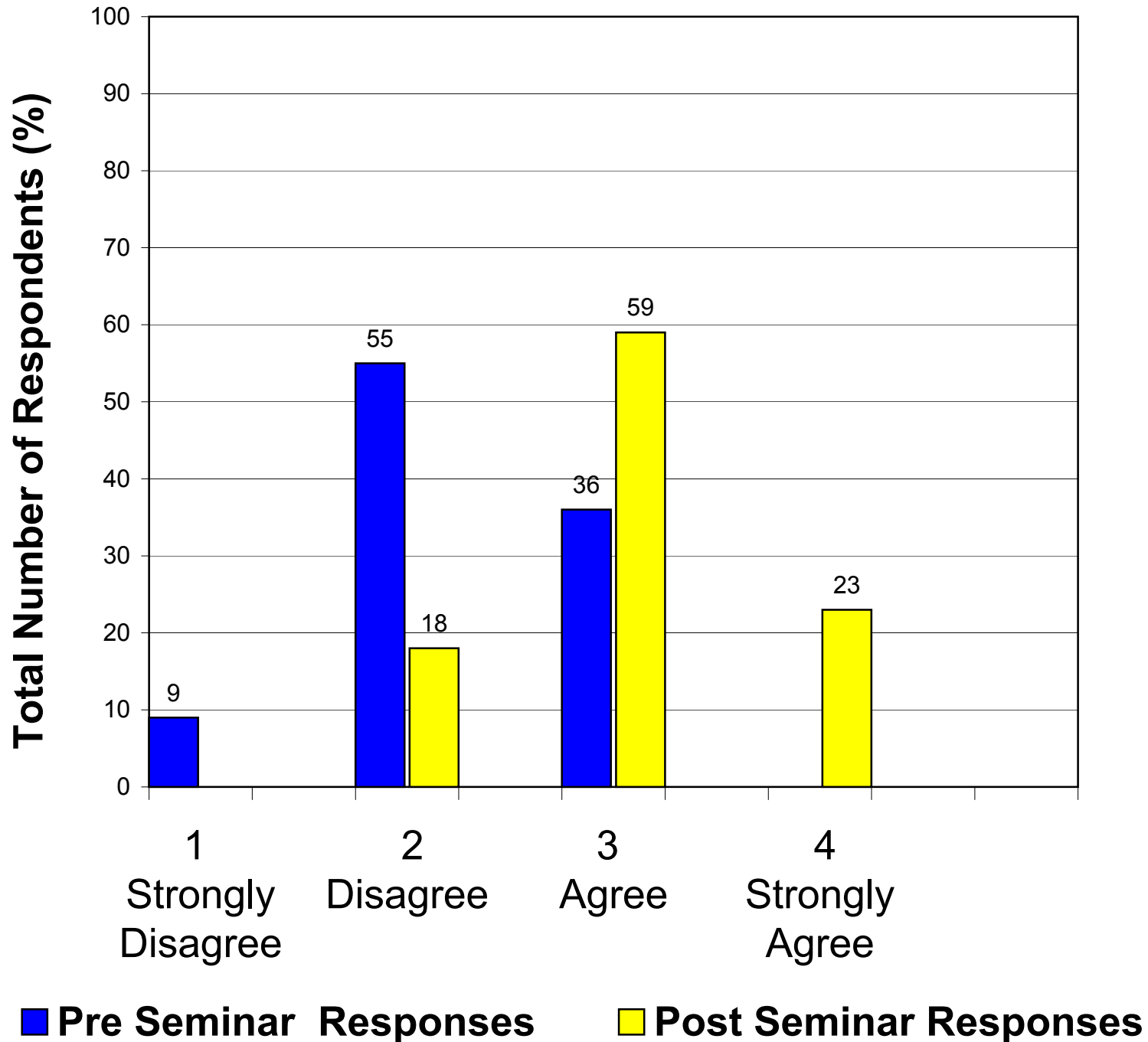
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I View Myself As A Successful Salesperson



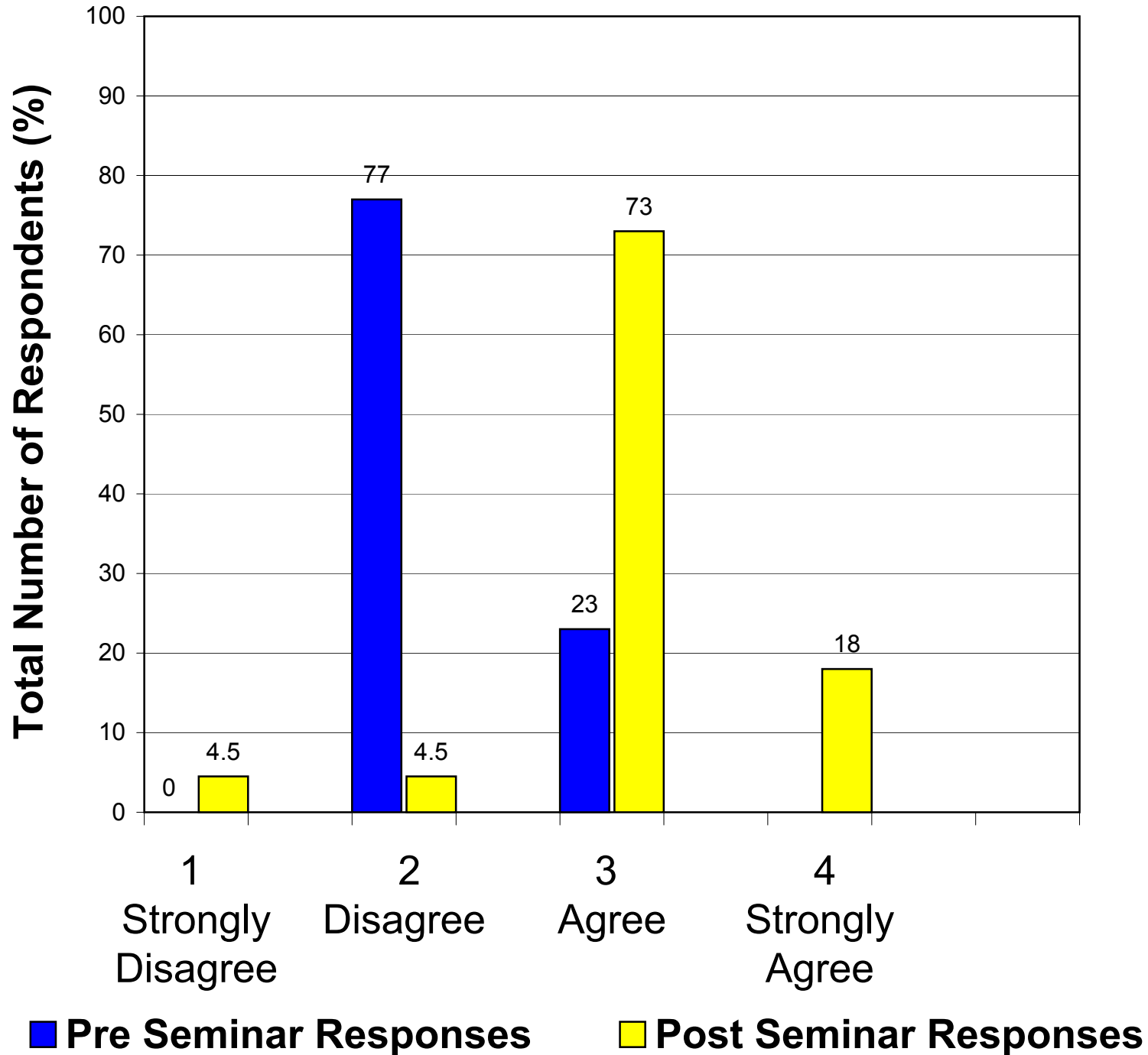
# COMPARISON: PRE AND POST SEMINAR RESPONSES

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



# COMPARISON: PRE AND POST SEMINAR RESPONSES

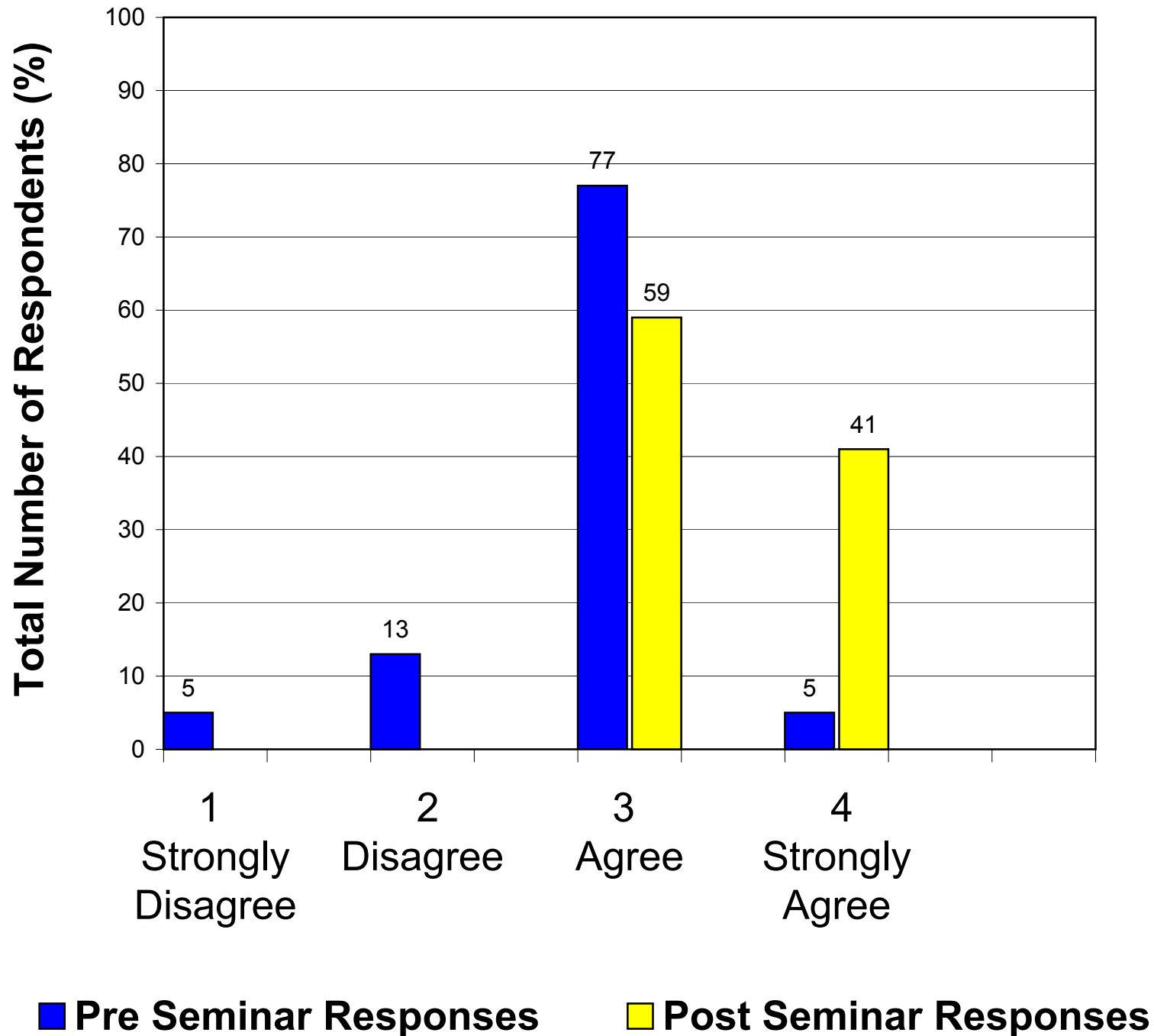
## It Is Easy For Me To Make Cold Calls In Person





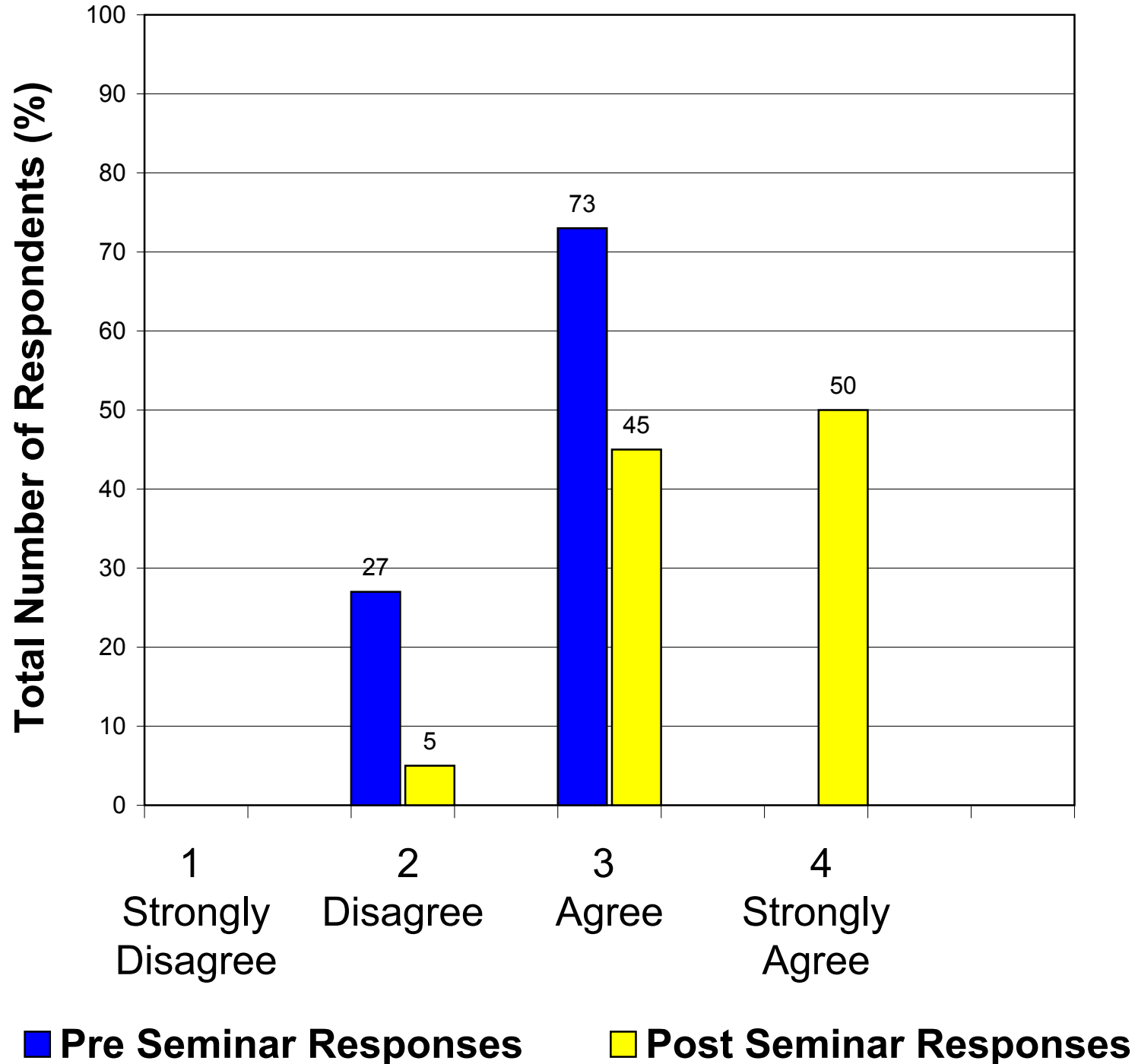
COMPARISON: PRE AND POST SEMINAR RESPONSES

# I Am Comfortable Talking On The Telephone



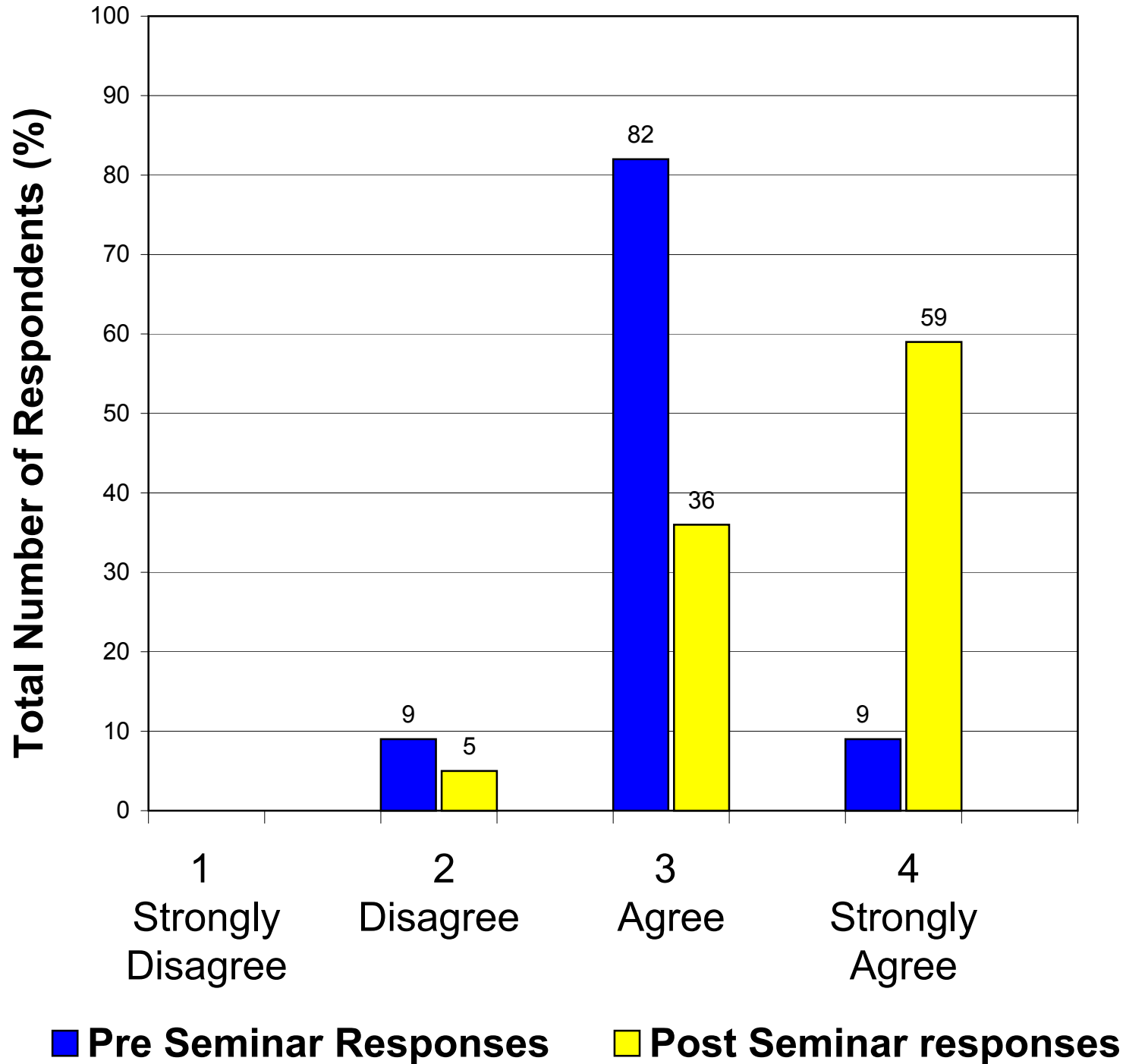
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Am Comfortable With Face To Face Visits



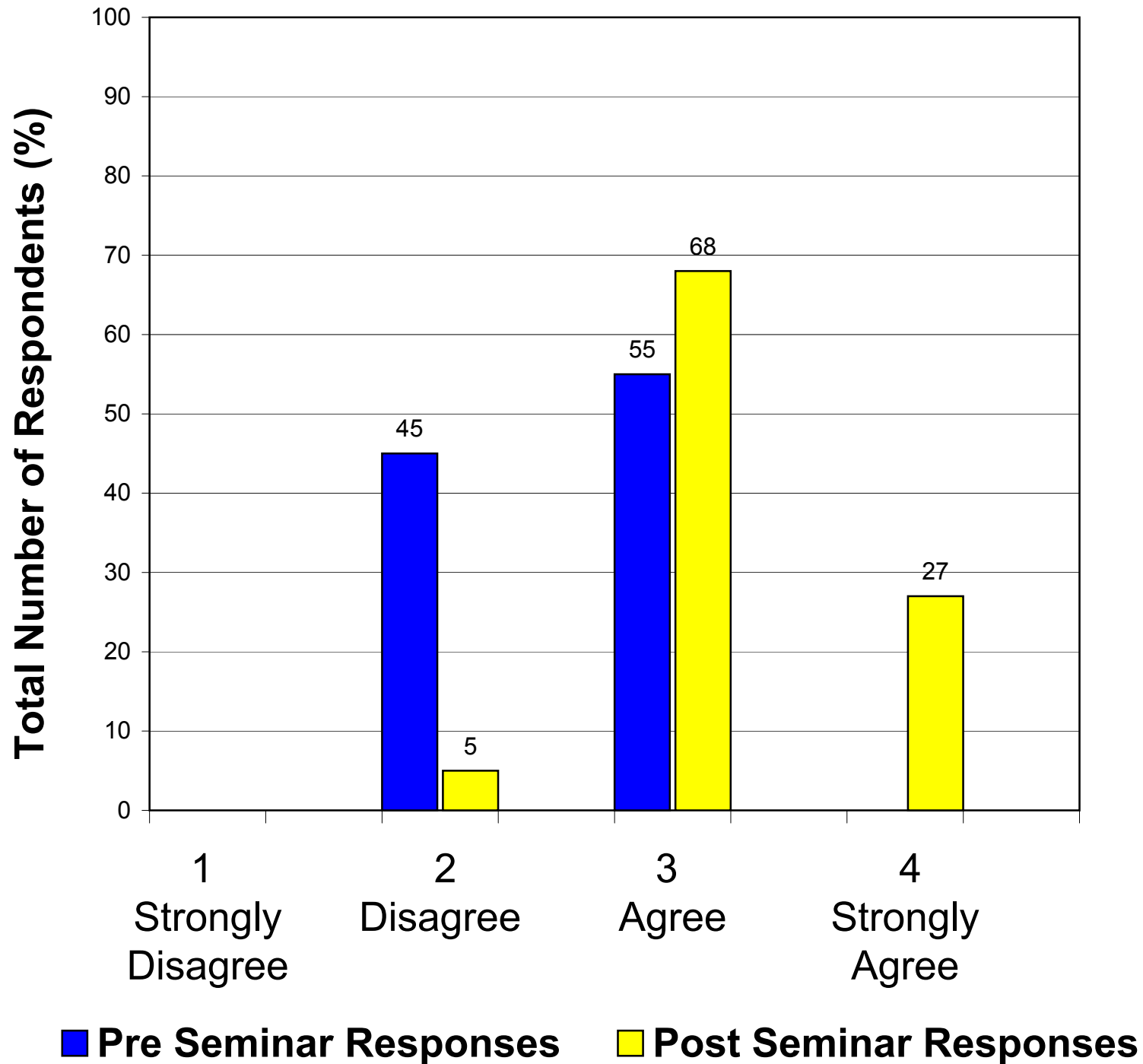
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Develop A Rapport Quickly With A Client



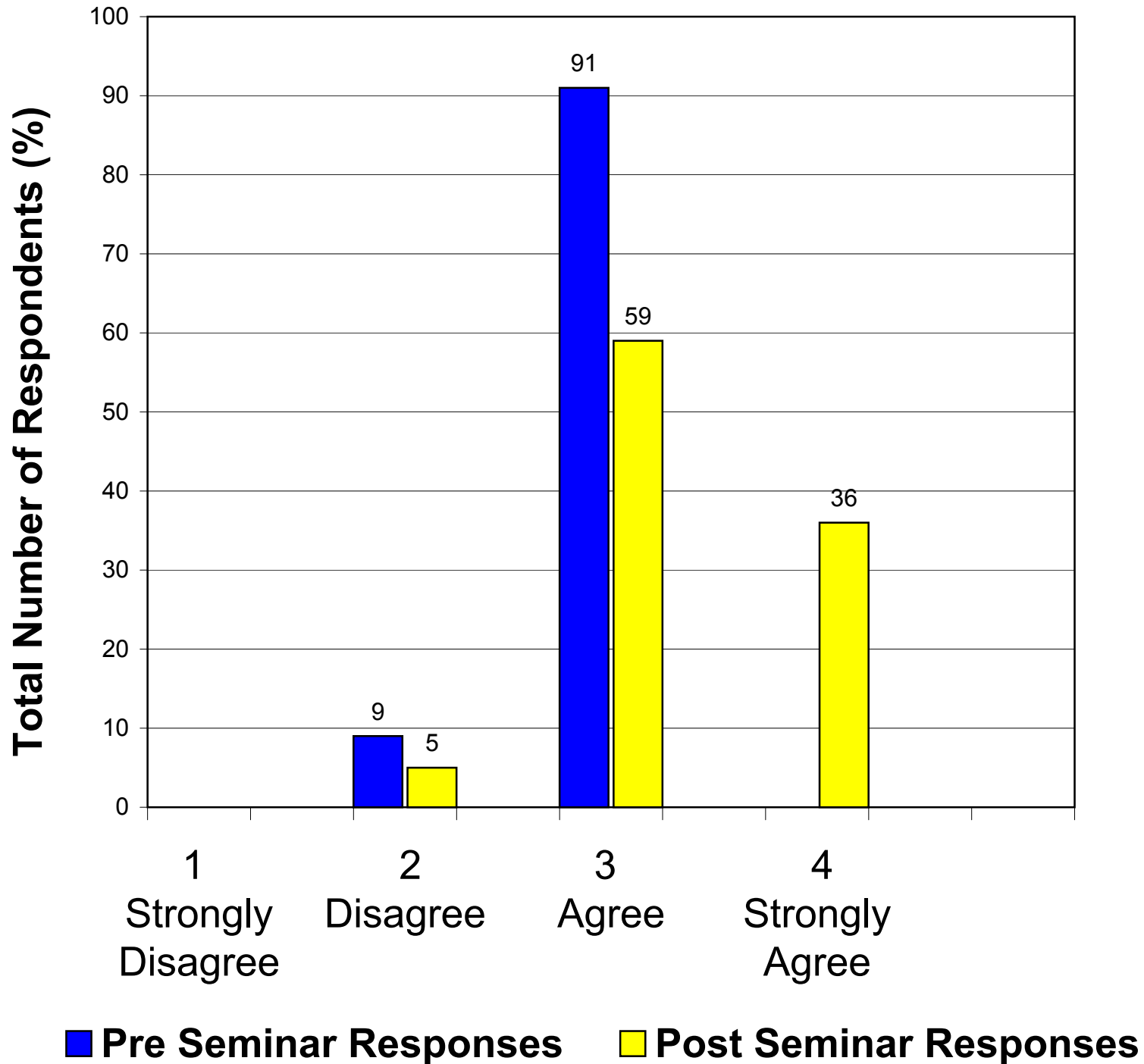
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Effectively Begin The Presentation



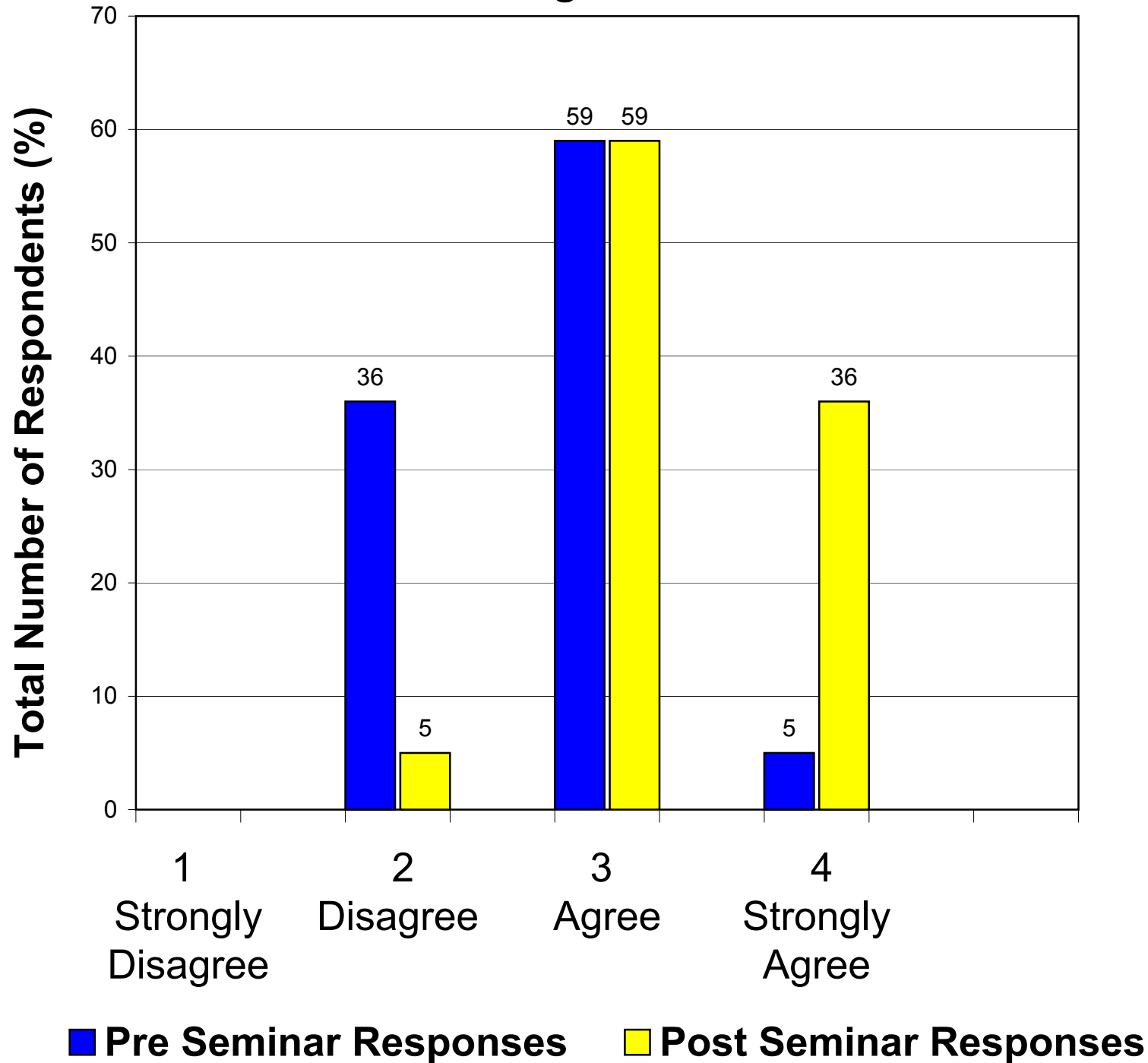
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Effectively Answer Objections and Questions



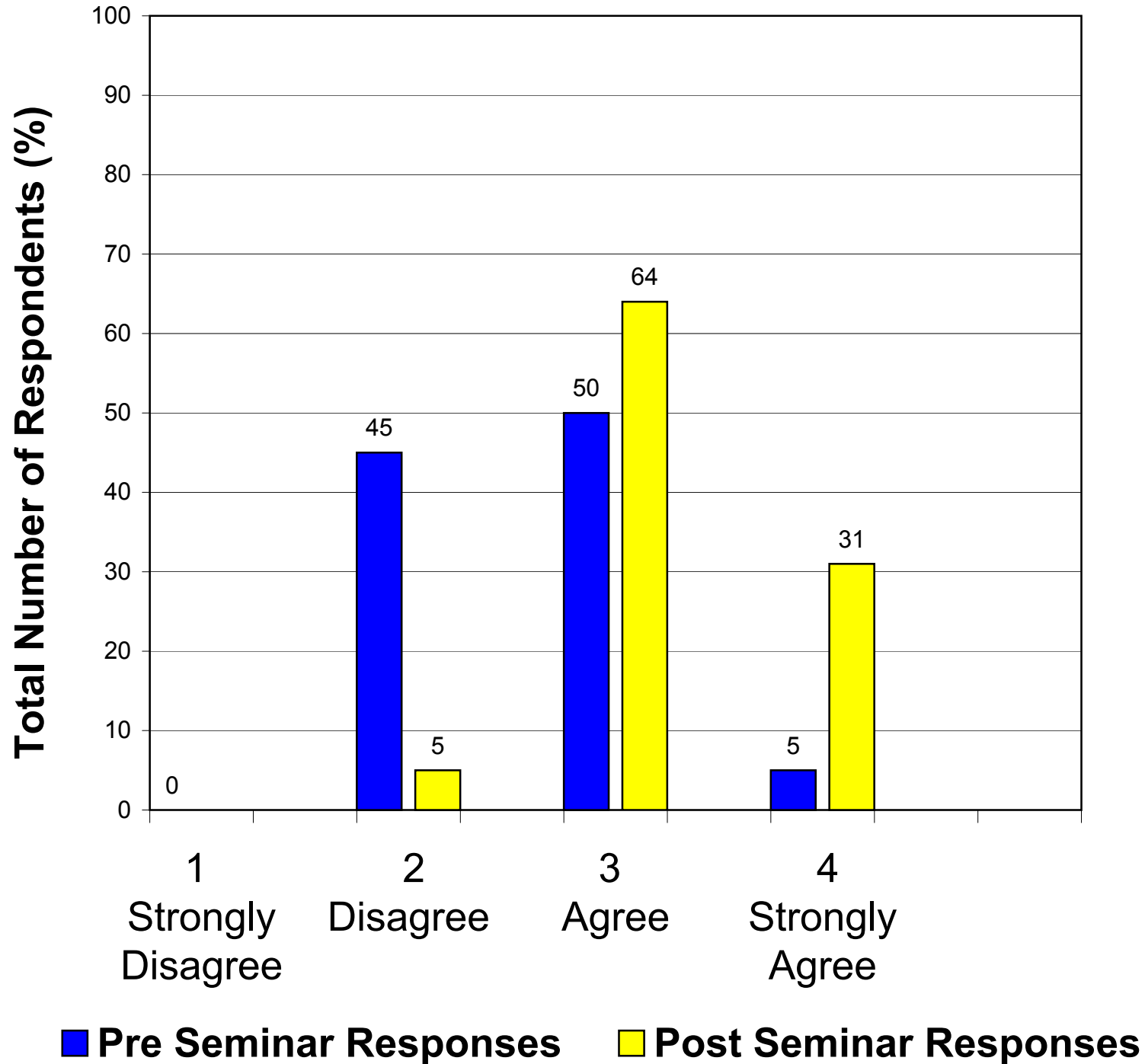
# COMPARISON: PRE AND POST SEMINAR RESPONSES

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



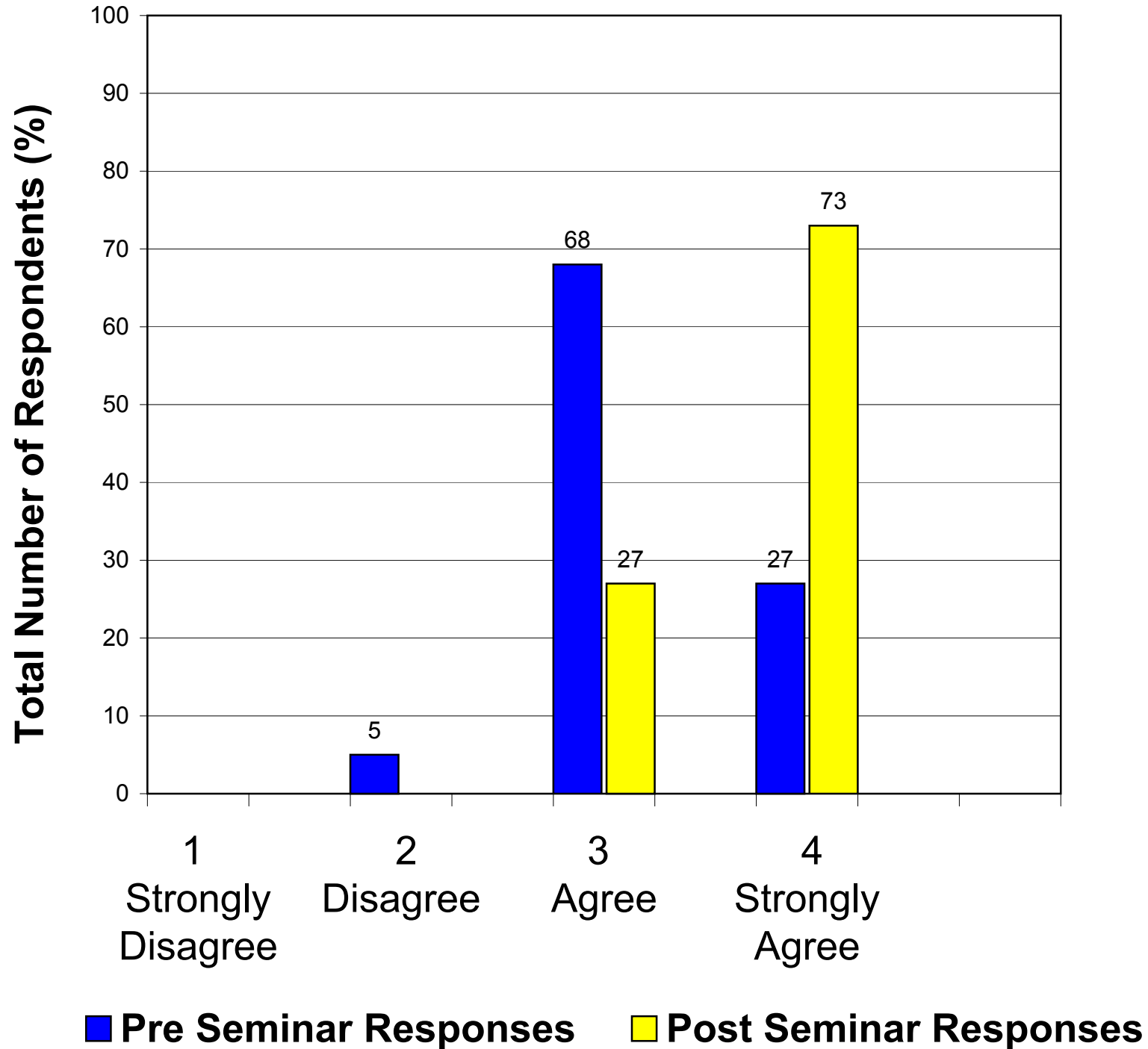
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## It Is Easy For Me To Write Proposals



# COMPARISON: PRE AND POST SEMINAR RESPONSES

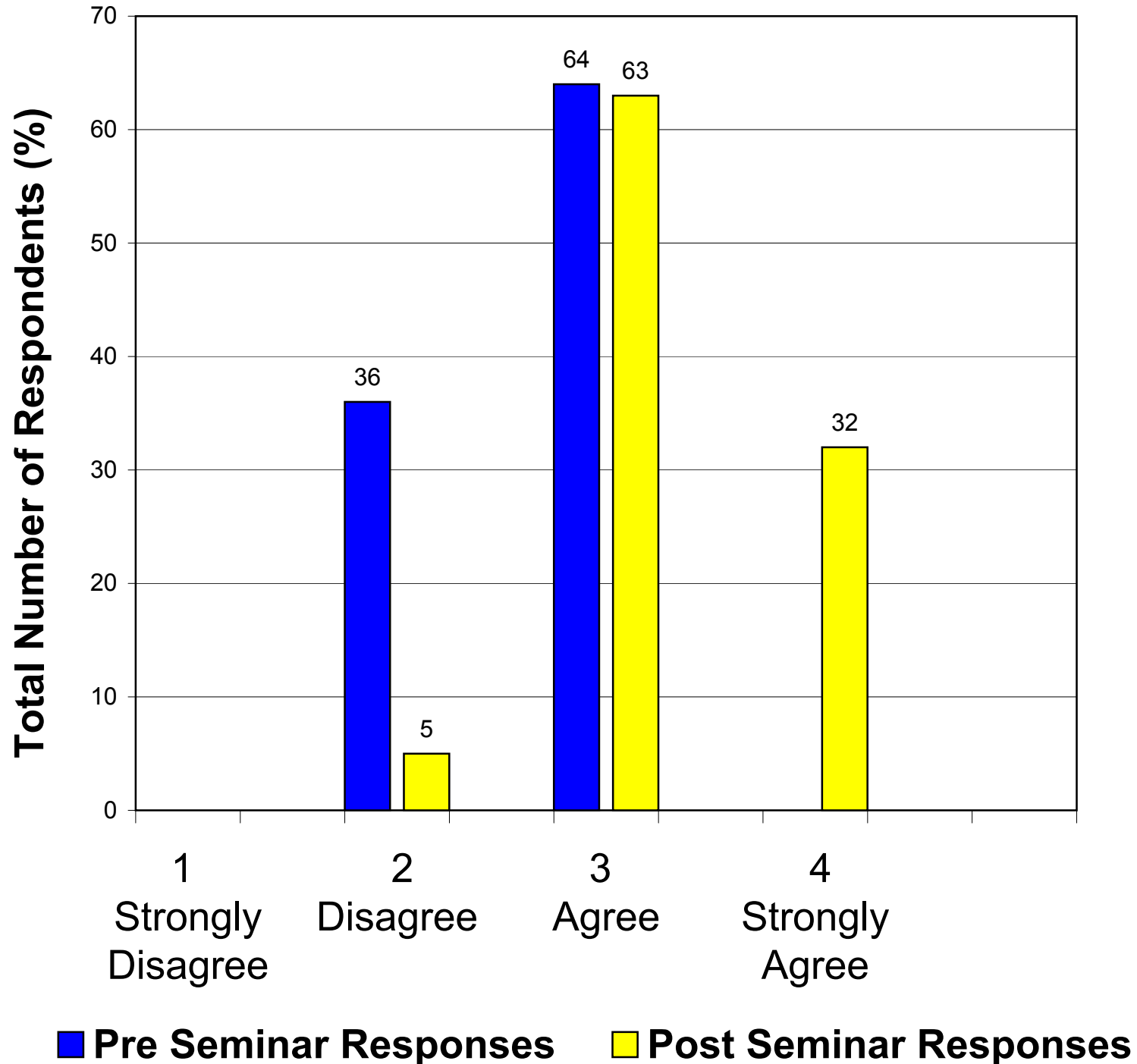
## I Provide Effective Customer Service





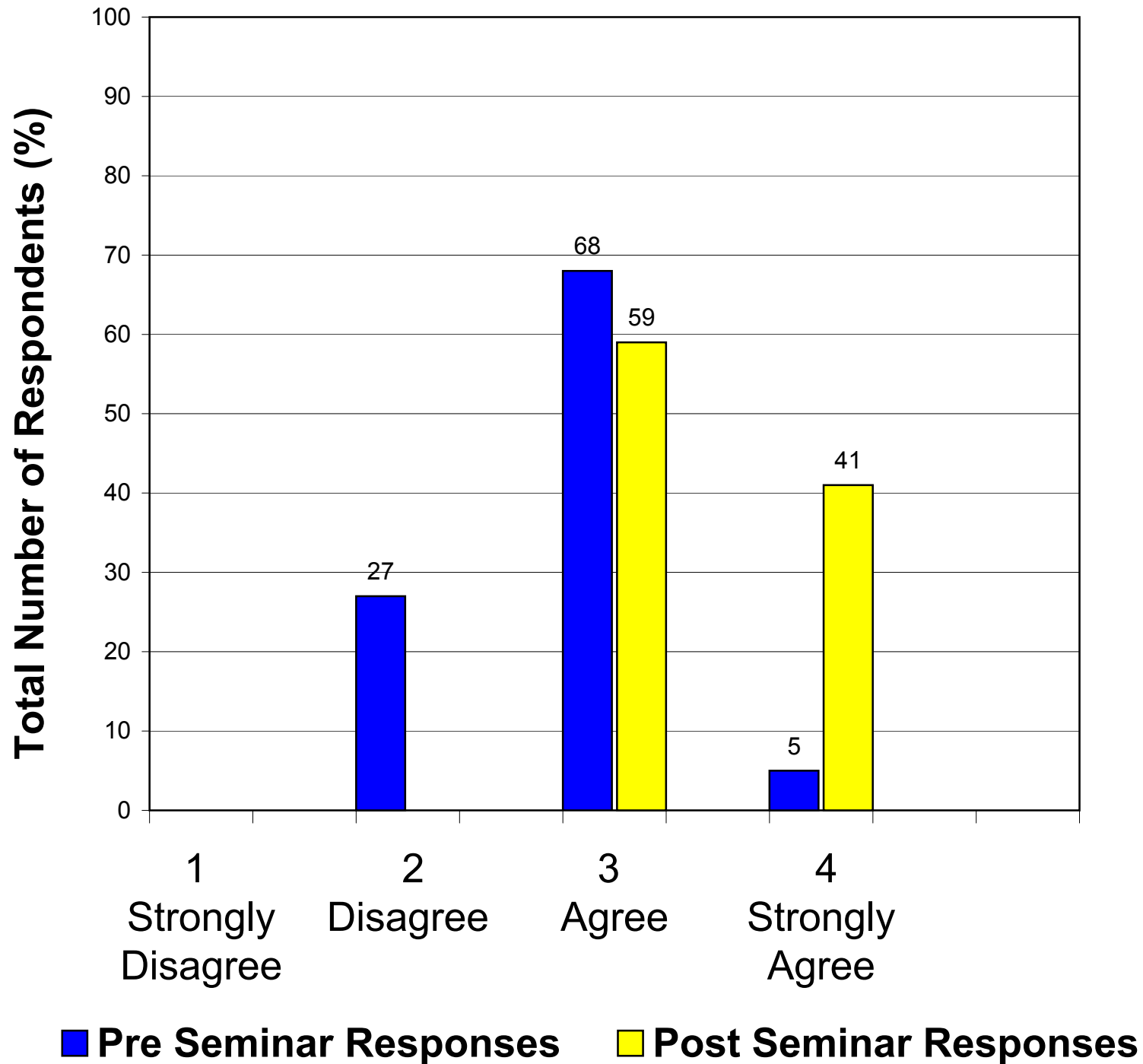
# COMPARISON: PRE AND POST SEMINAR RESPONSES

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



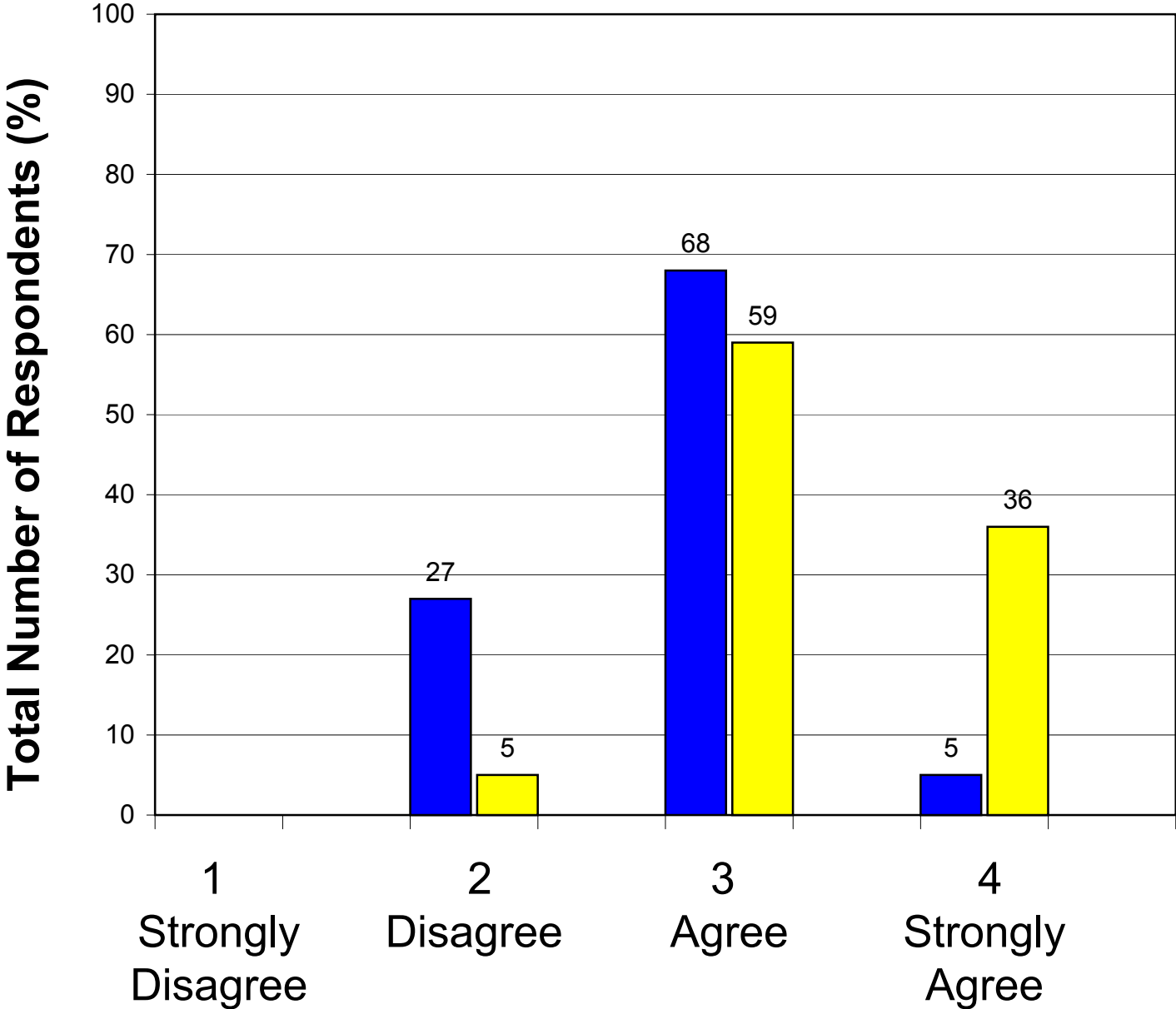
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Offer My Clients Other Opportunities



COMPARISON: PRE AND POST SEMINAR RESPONSES

# I View Myself As Prosperous



■ Pre Seminar Responses

■ Post Seminar Responses

# Comparison: Pre and Post Seminar Responses

## OVERALL AVERAGE

