



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

**Graphs compiled for  
A SALES TRAINING COMPANY  
Pre and Post Form Analysis**

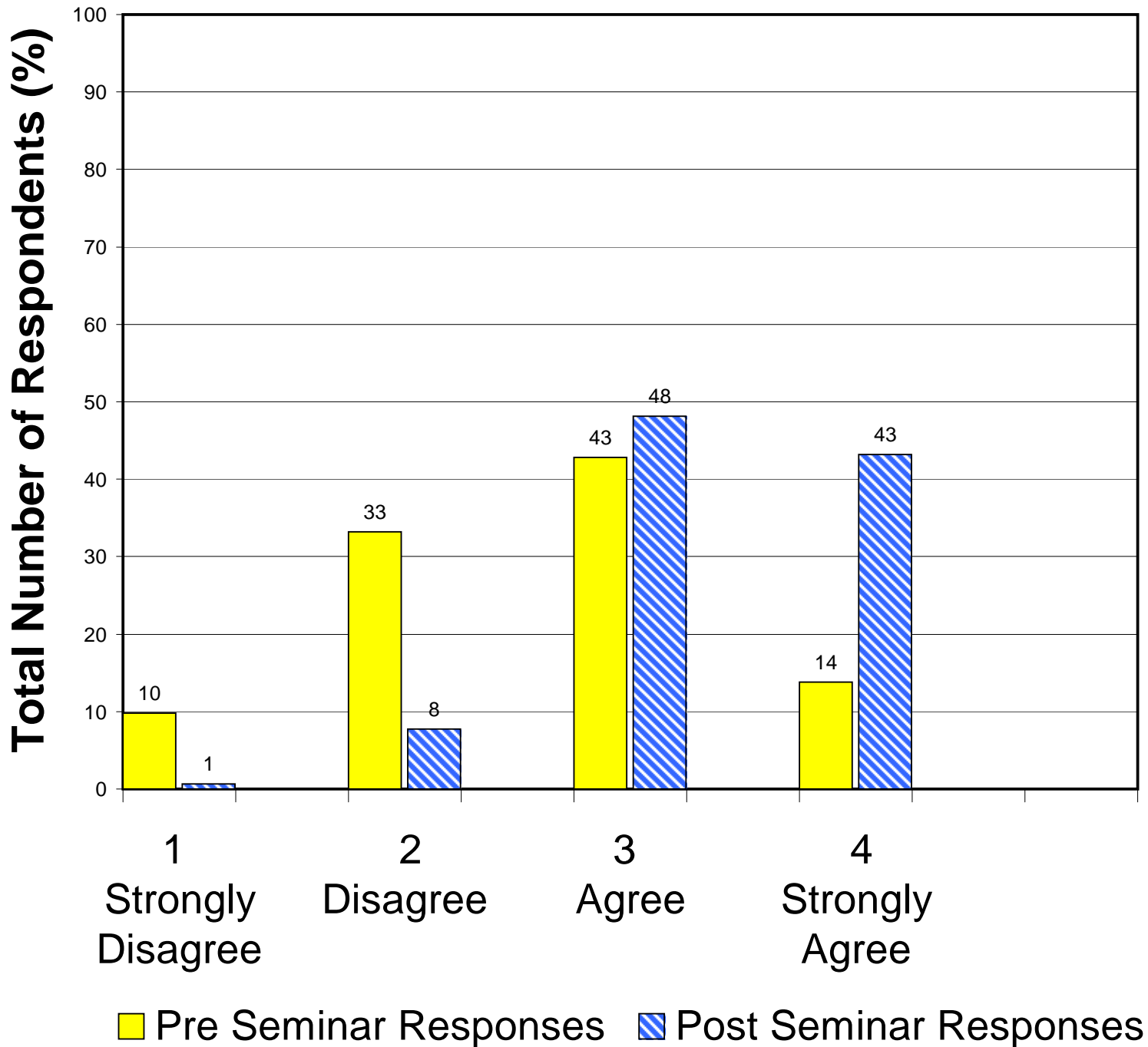
**35 Participants**

**Instructor: Jerry Teplitz**

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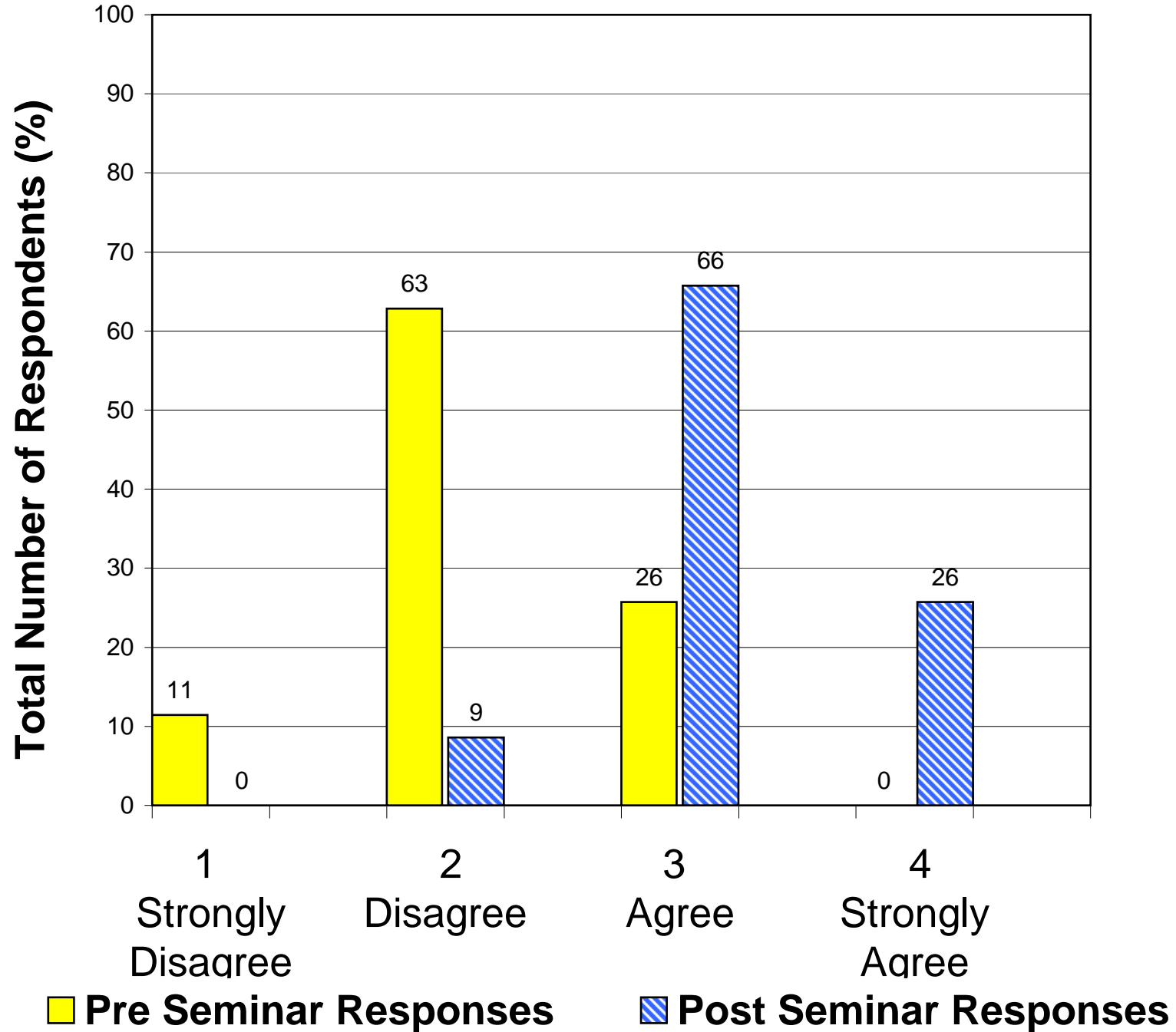
# Comparison: Pre and Post Seminar Responses

## OVERALL AVERAGE

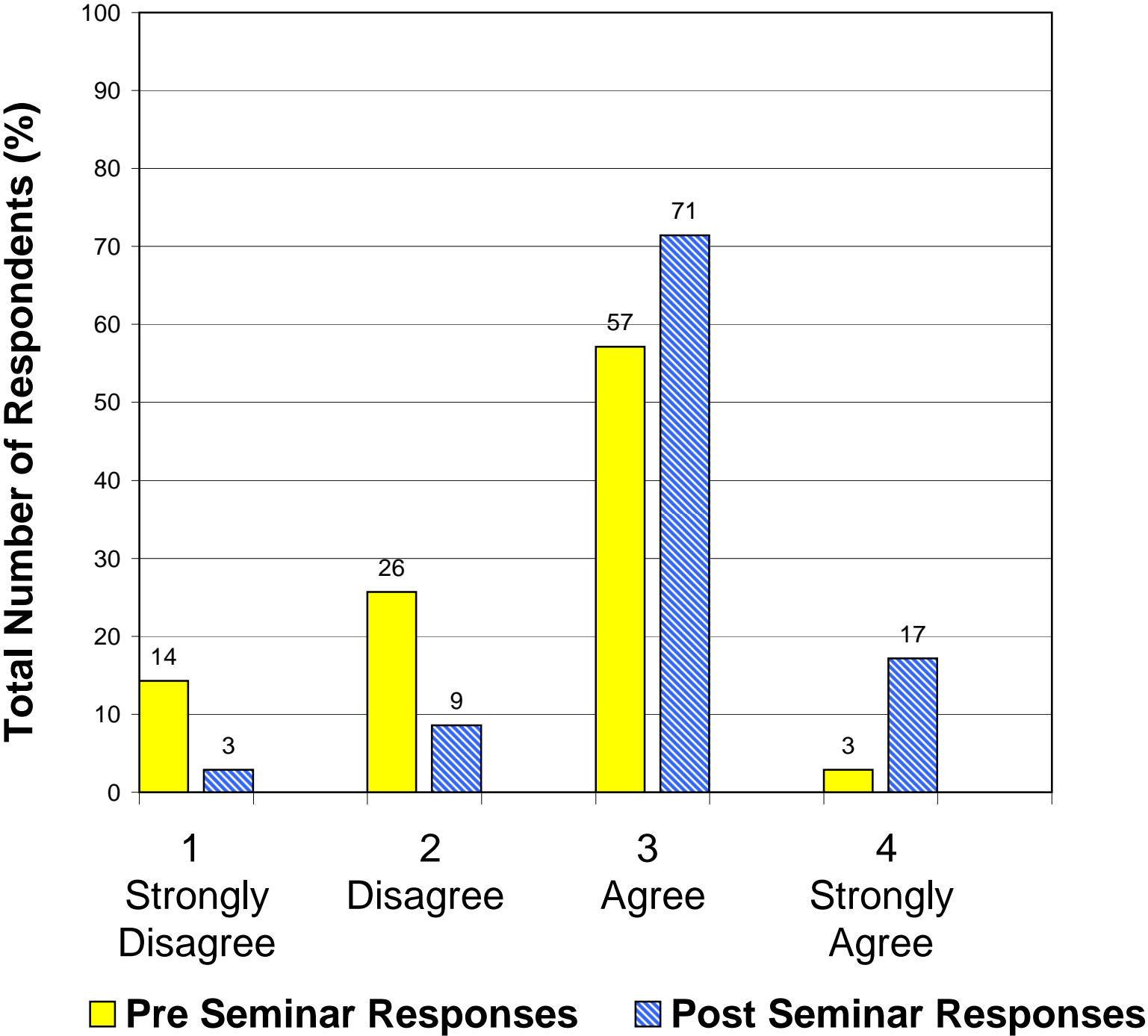


# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Handle Rejection Well

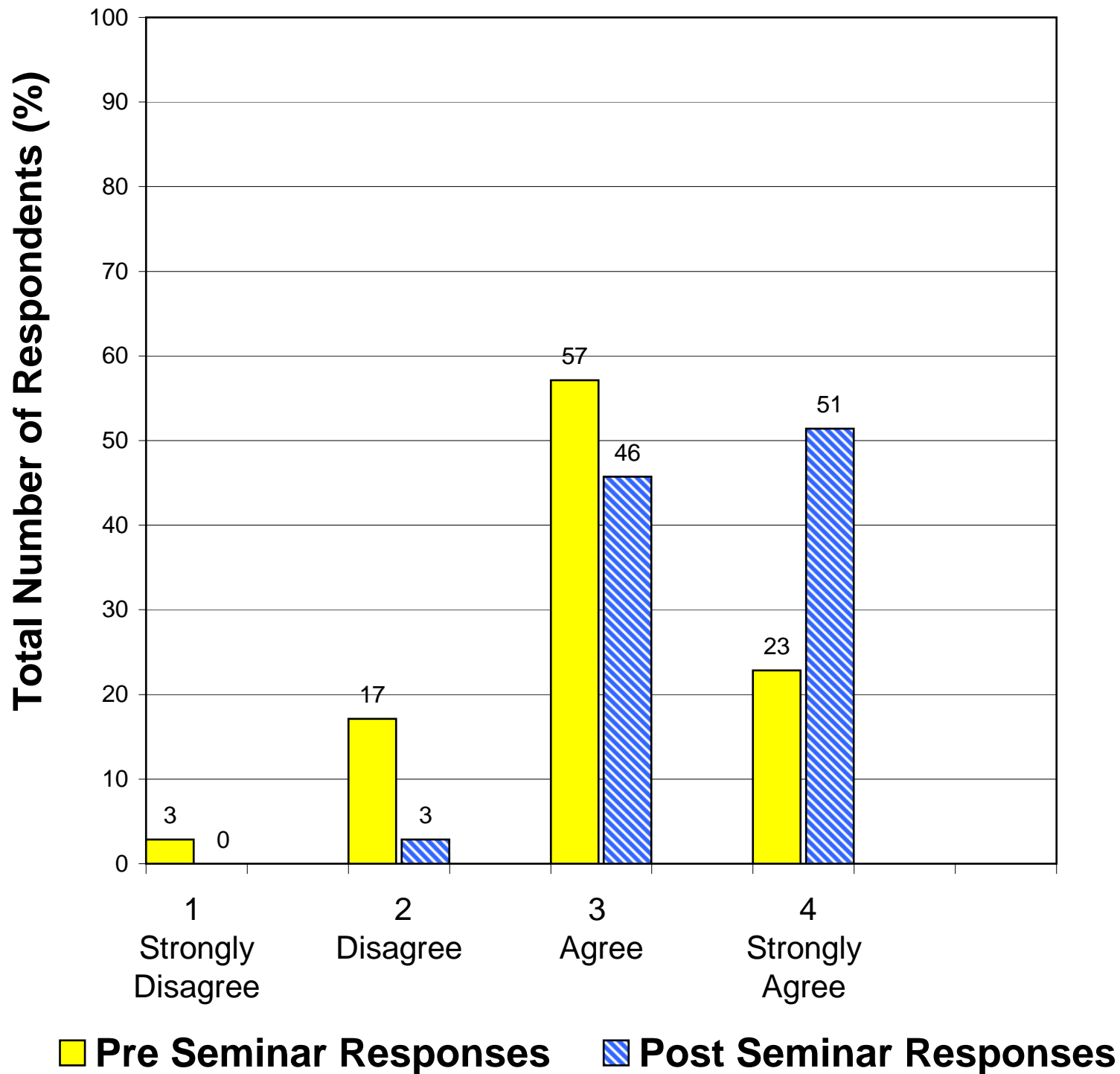


# COMPARISON: PRE AND POST SEMINAR RESPONSES I RESEARCH POTENTIAL CLIENTS PRIOR TO CONTACTING



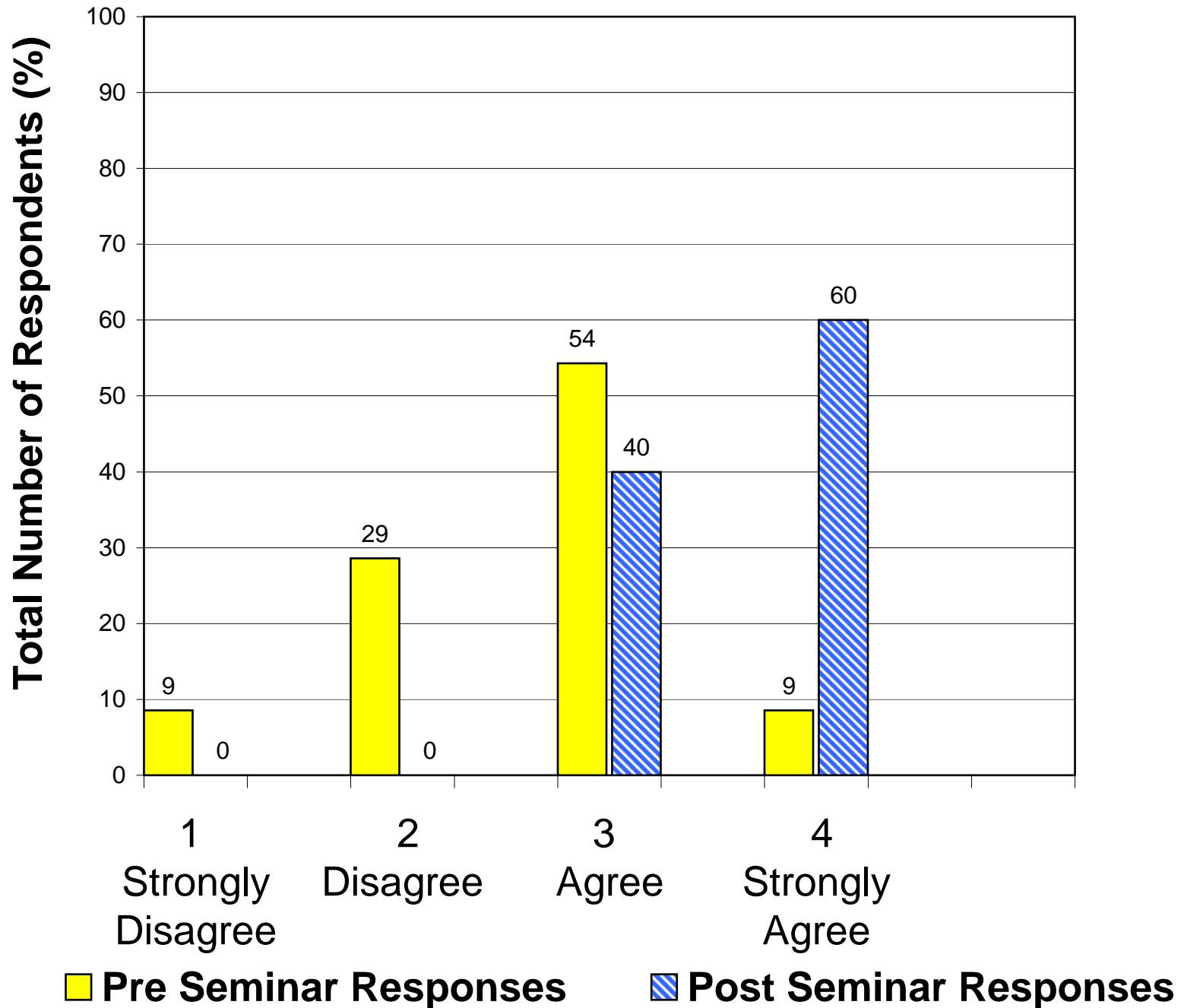
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Enjoy Selling



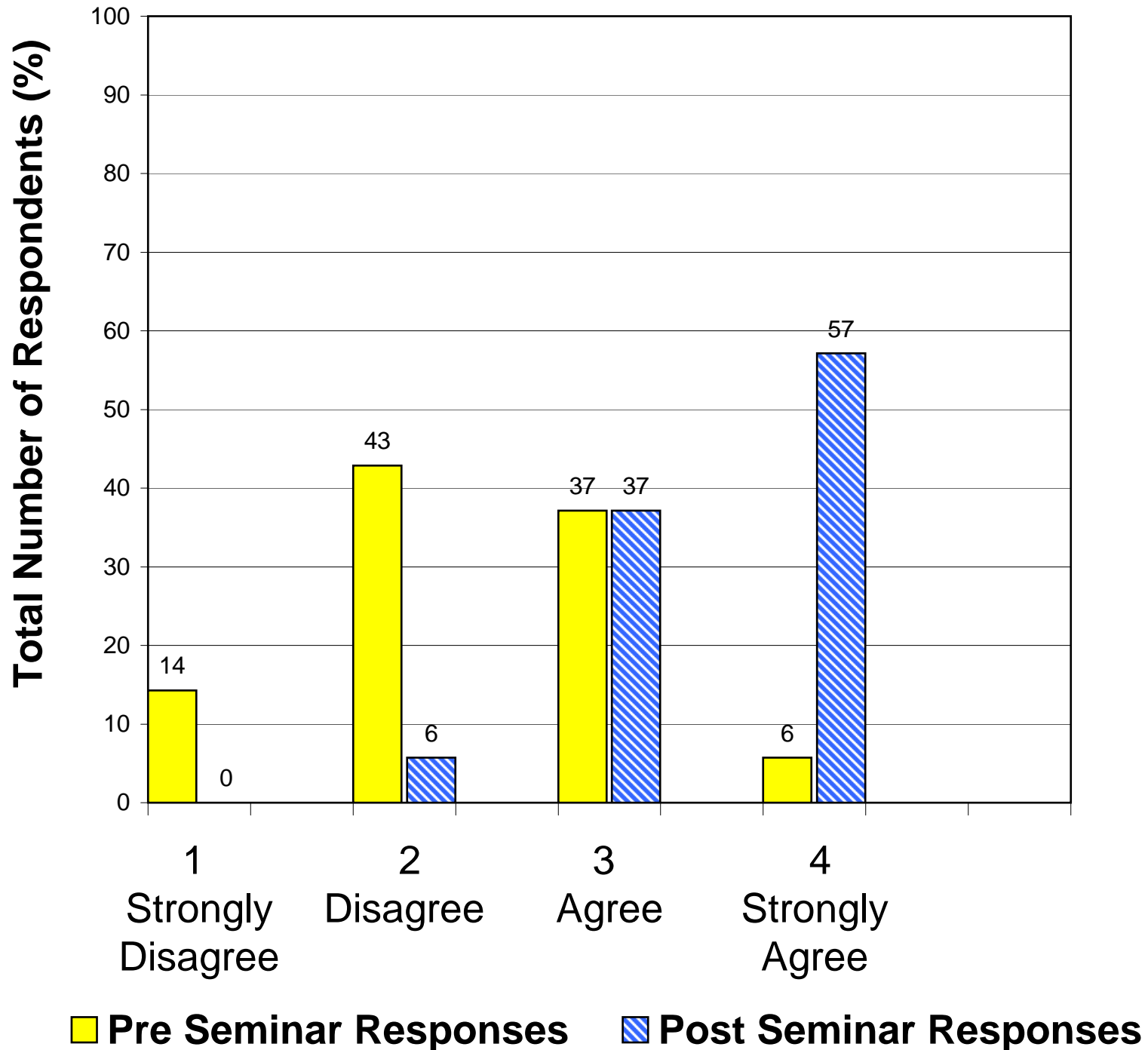
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Am Effective As A Salesperson



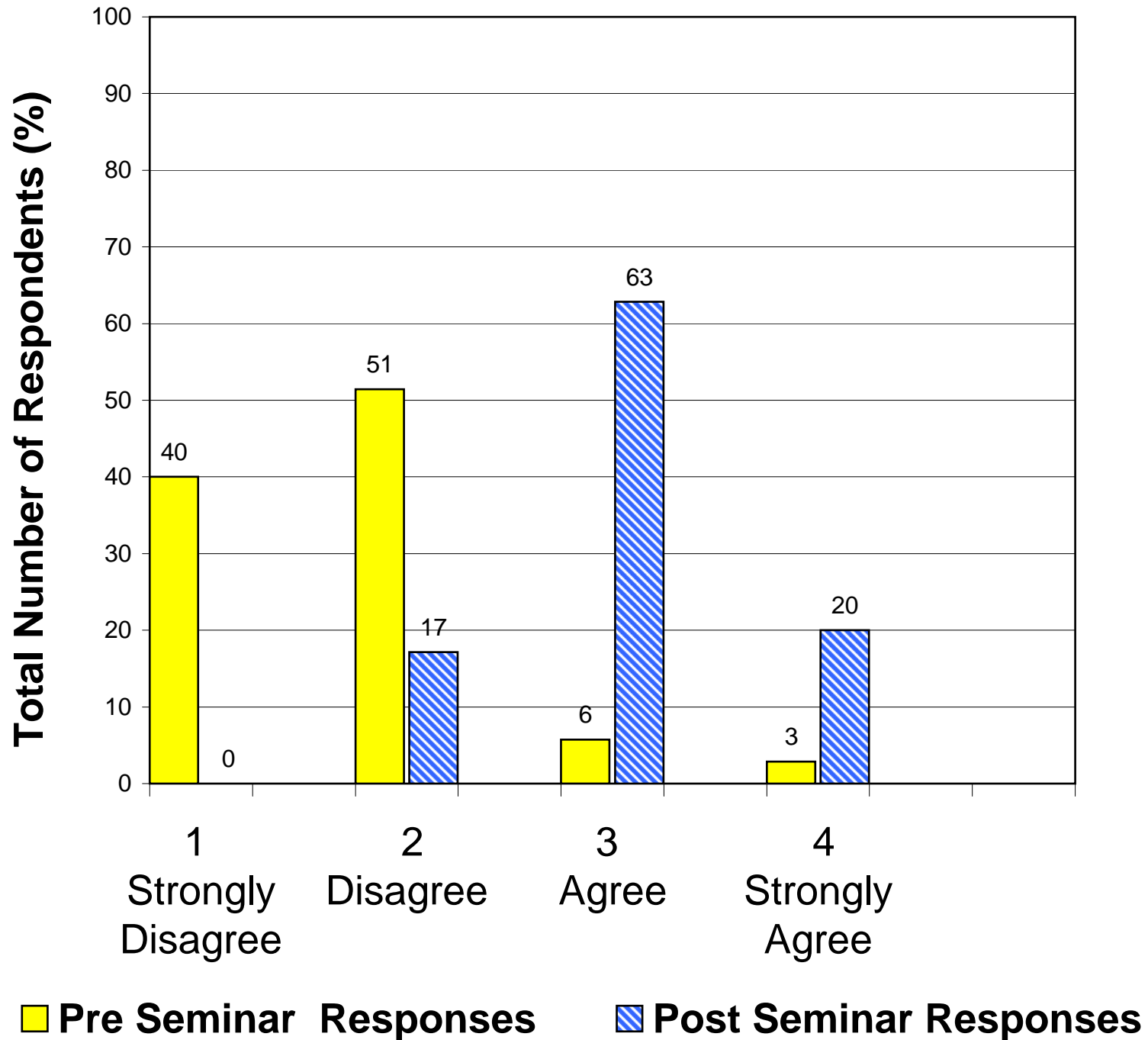
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I View Myself As A Successful Salesperson



# COMPARISON: PRE AND POST SEMINAR RESPONSES

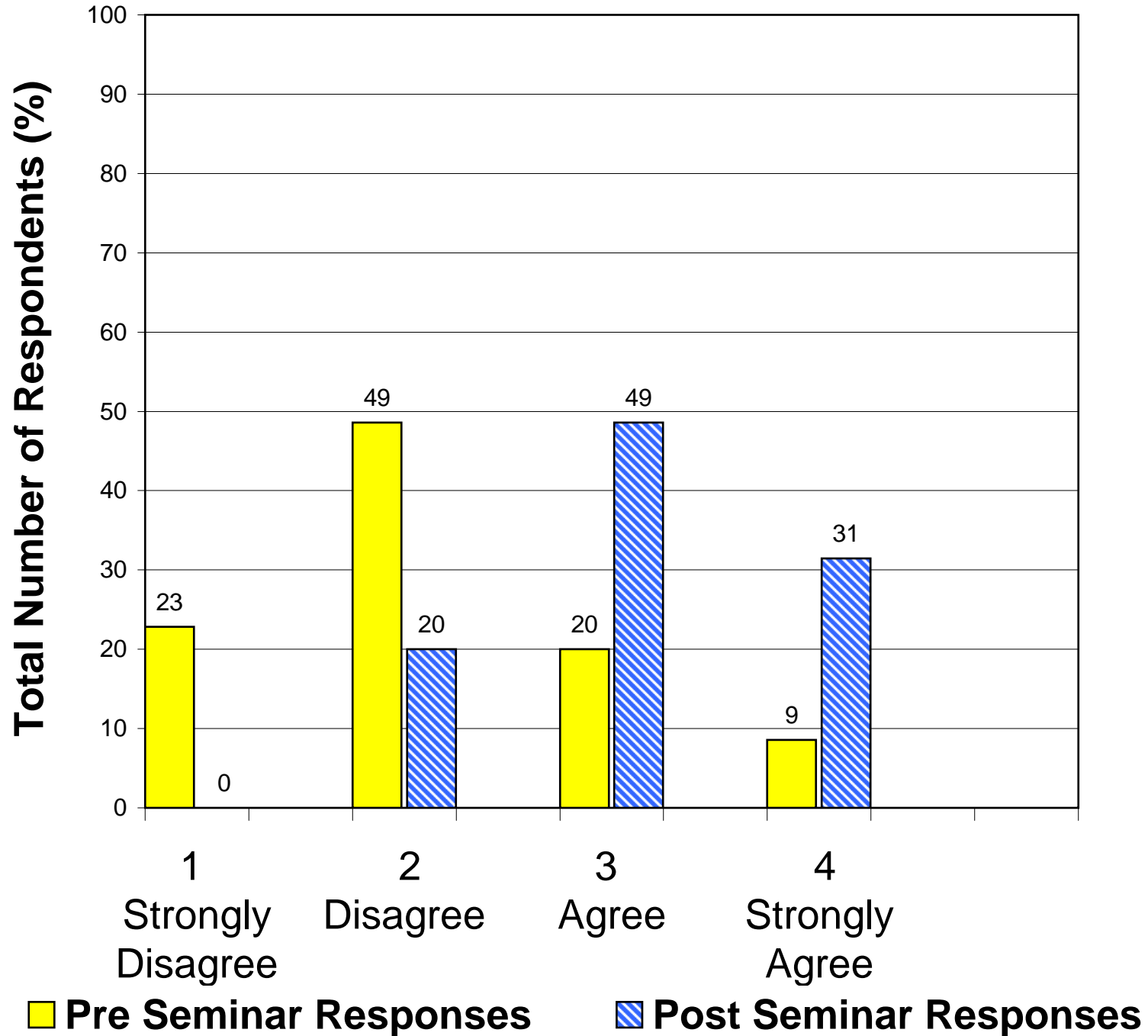
## It Is Easy For Me To Make Cold Calls Using The Telephone





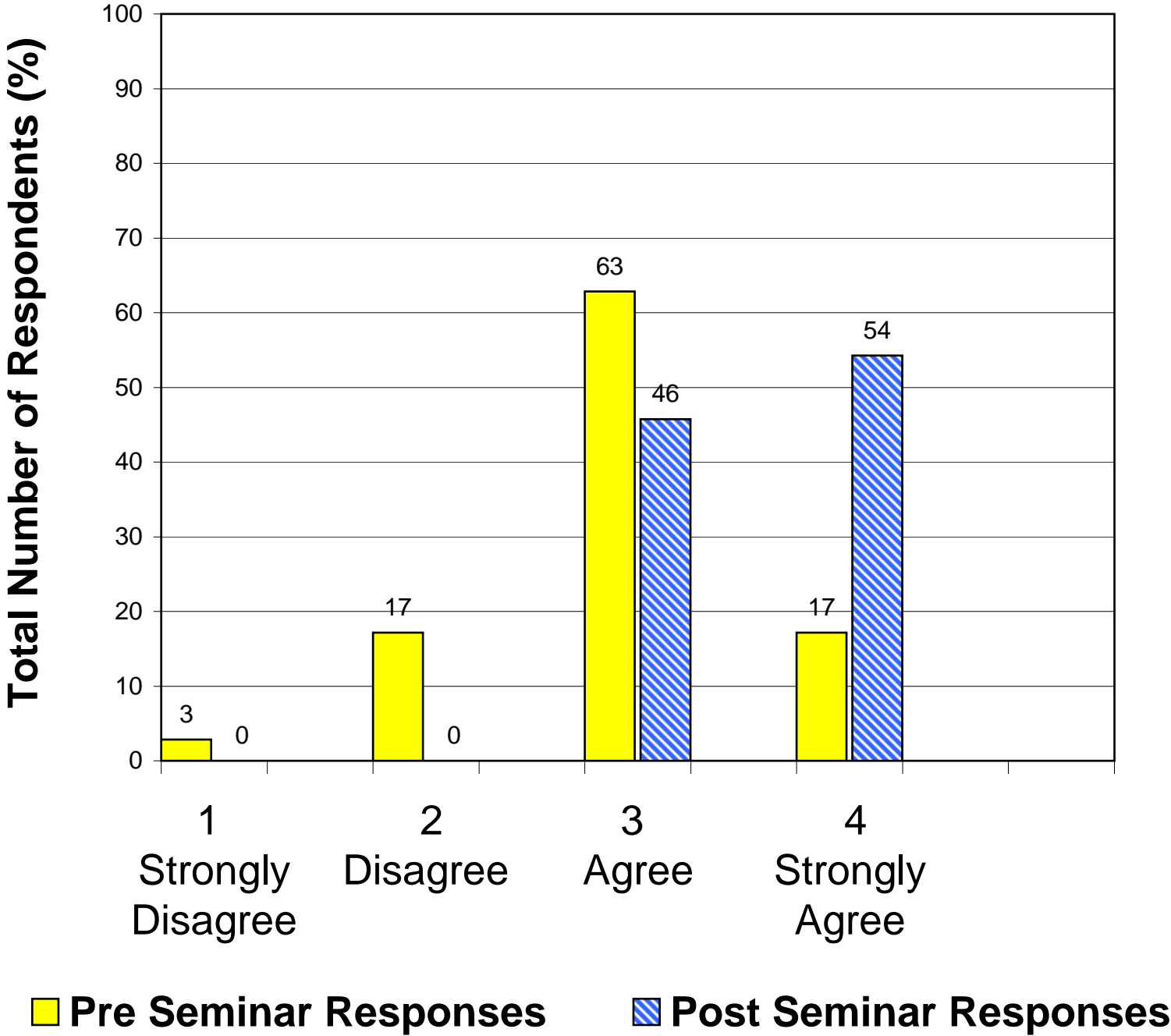
# COMPARISON: PRE AND POST SEMINAR RESPONSES

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



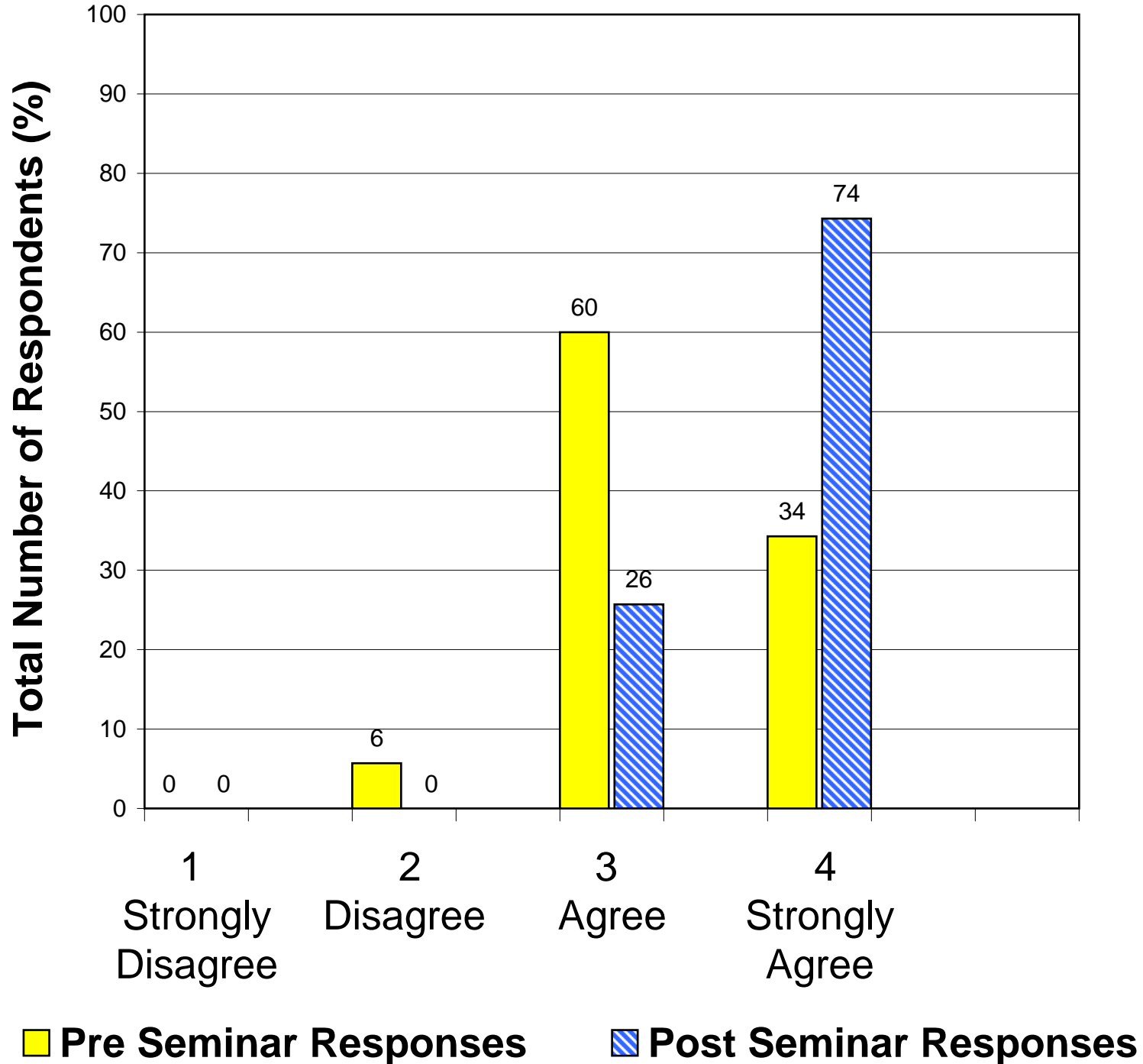
COMPARISON: PRE AND POST SEMINAR RESPONSES

# I Am Comfortable Talking On The Telephone



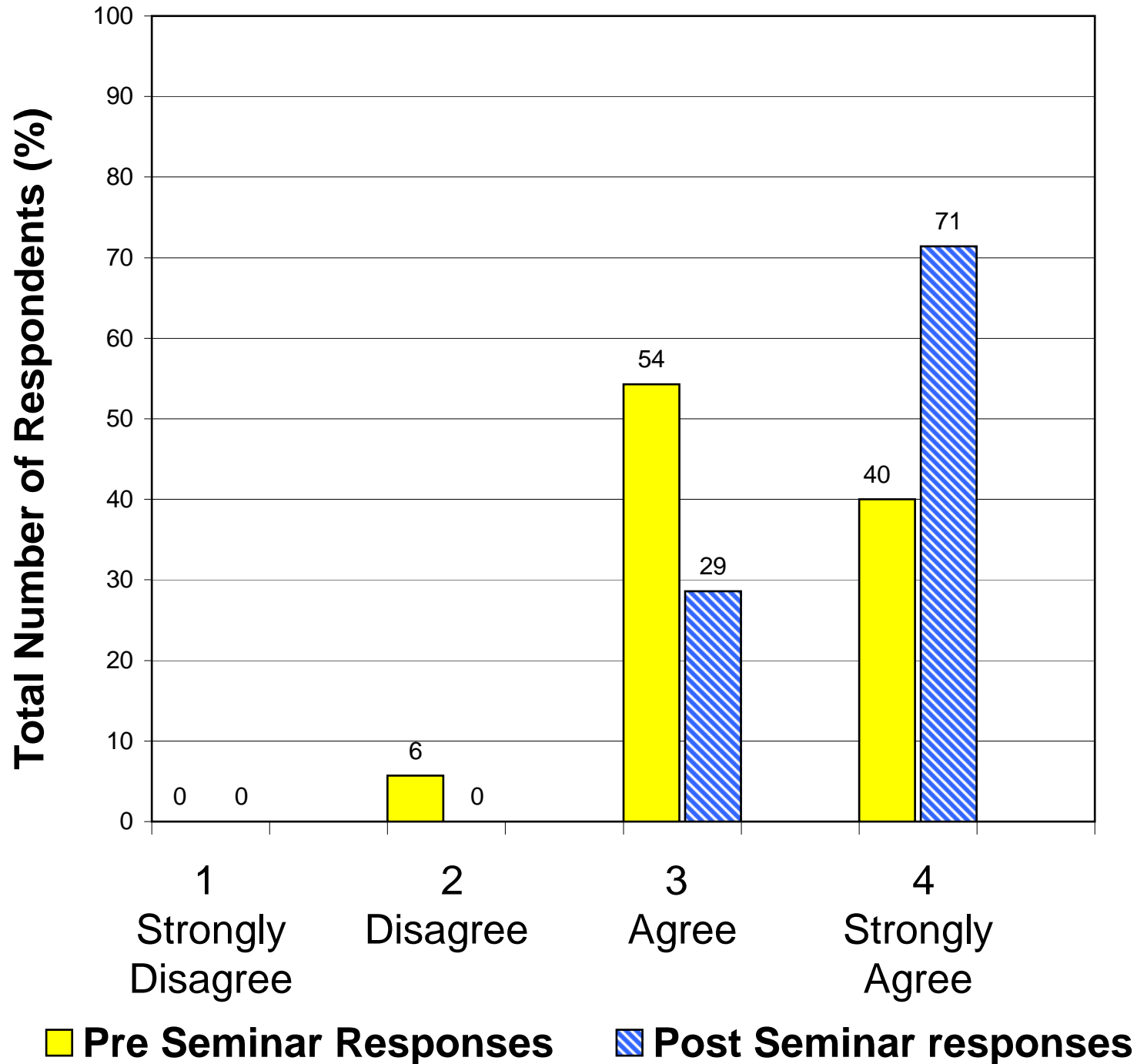
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Am Comfortable With Face To Face Visits



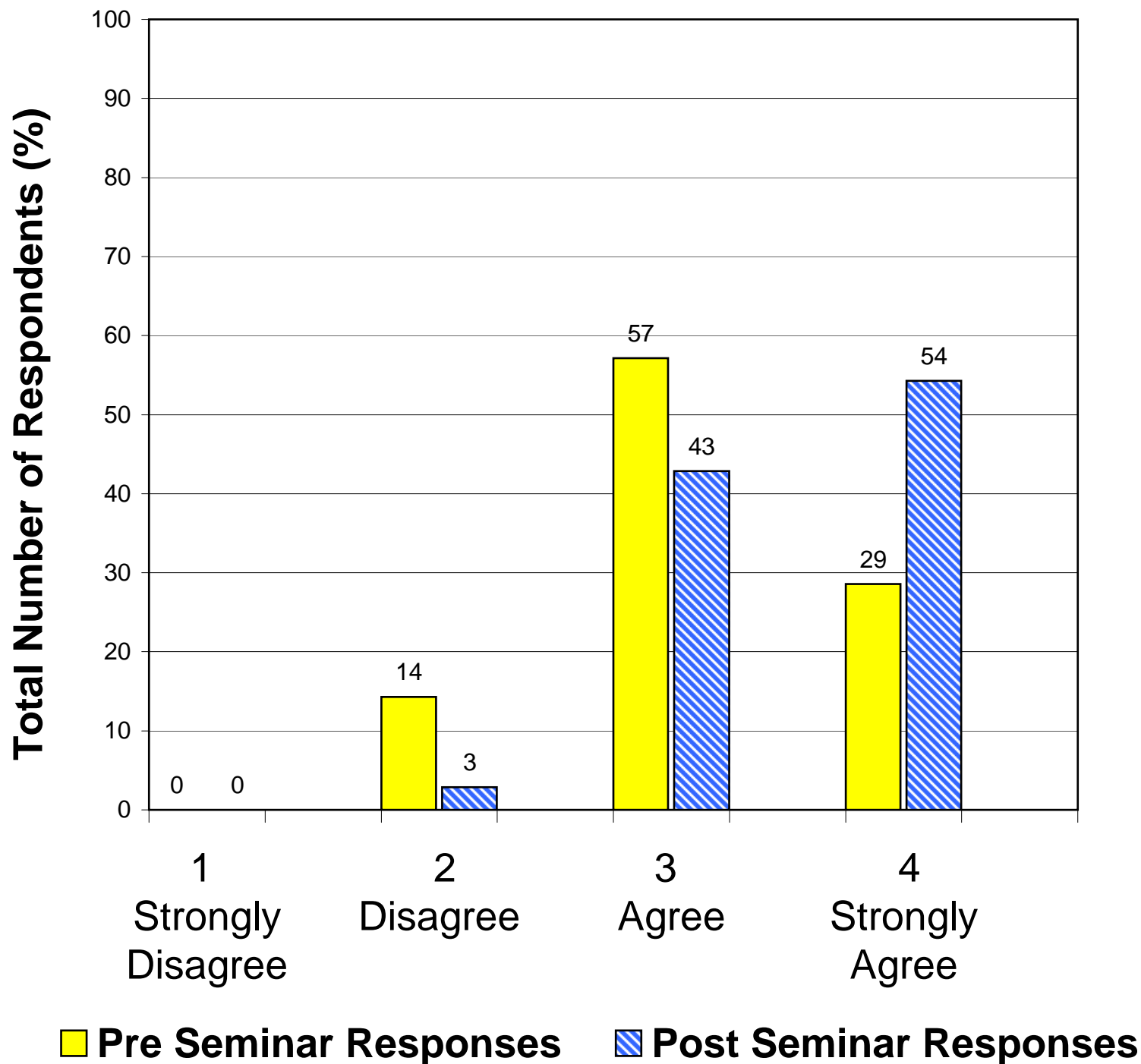
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Develop A Rapport Quickly With A Client



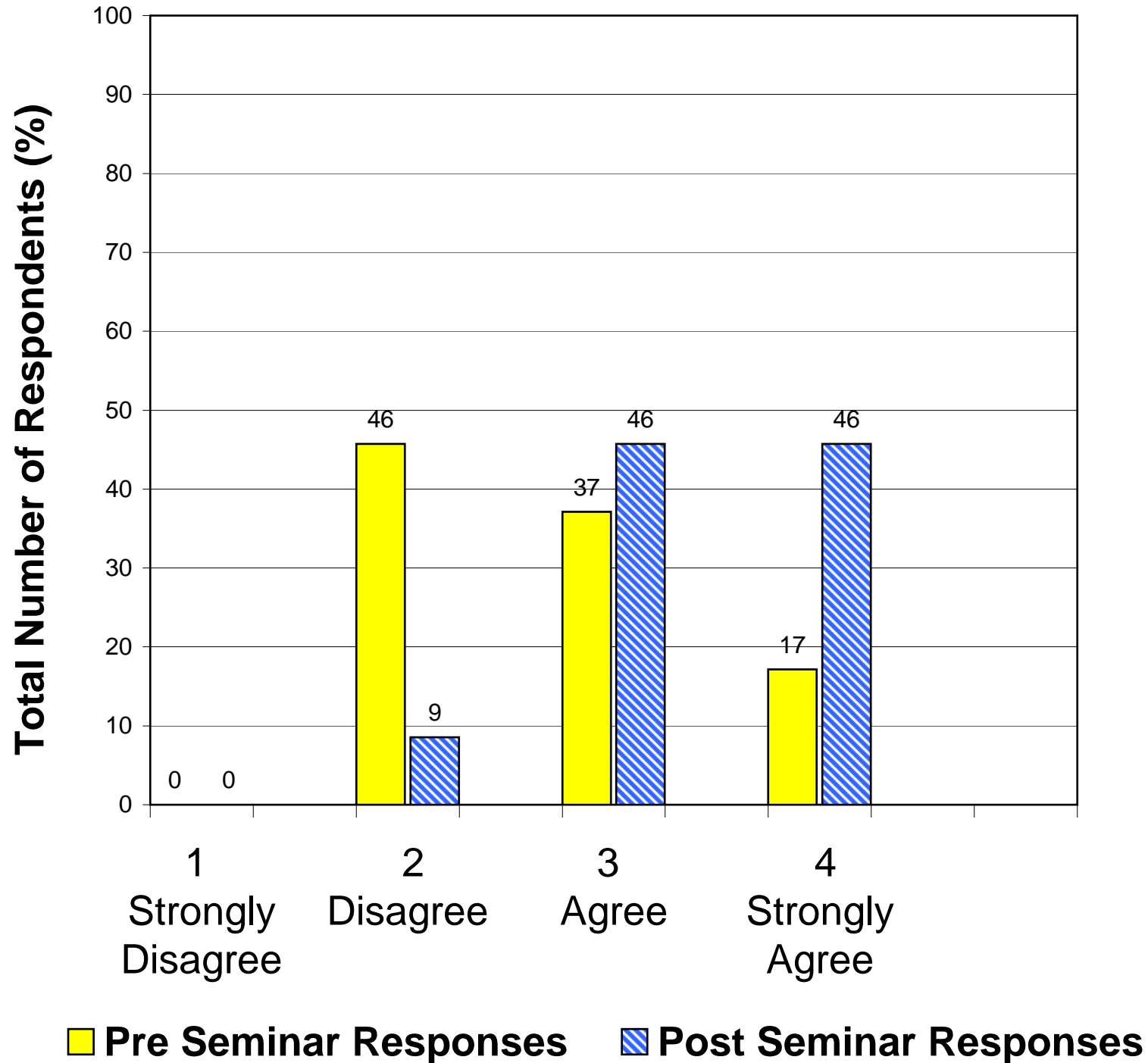
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Effectively Begin The Presentation



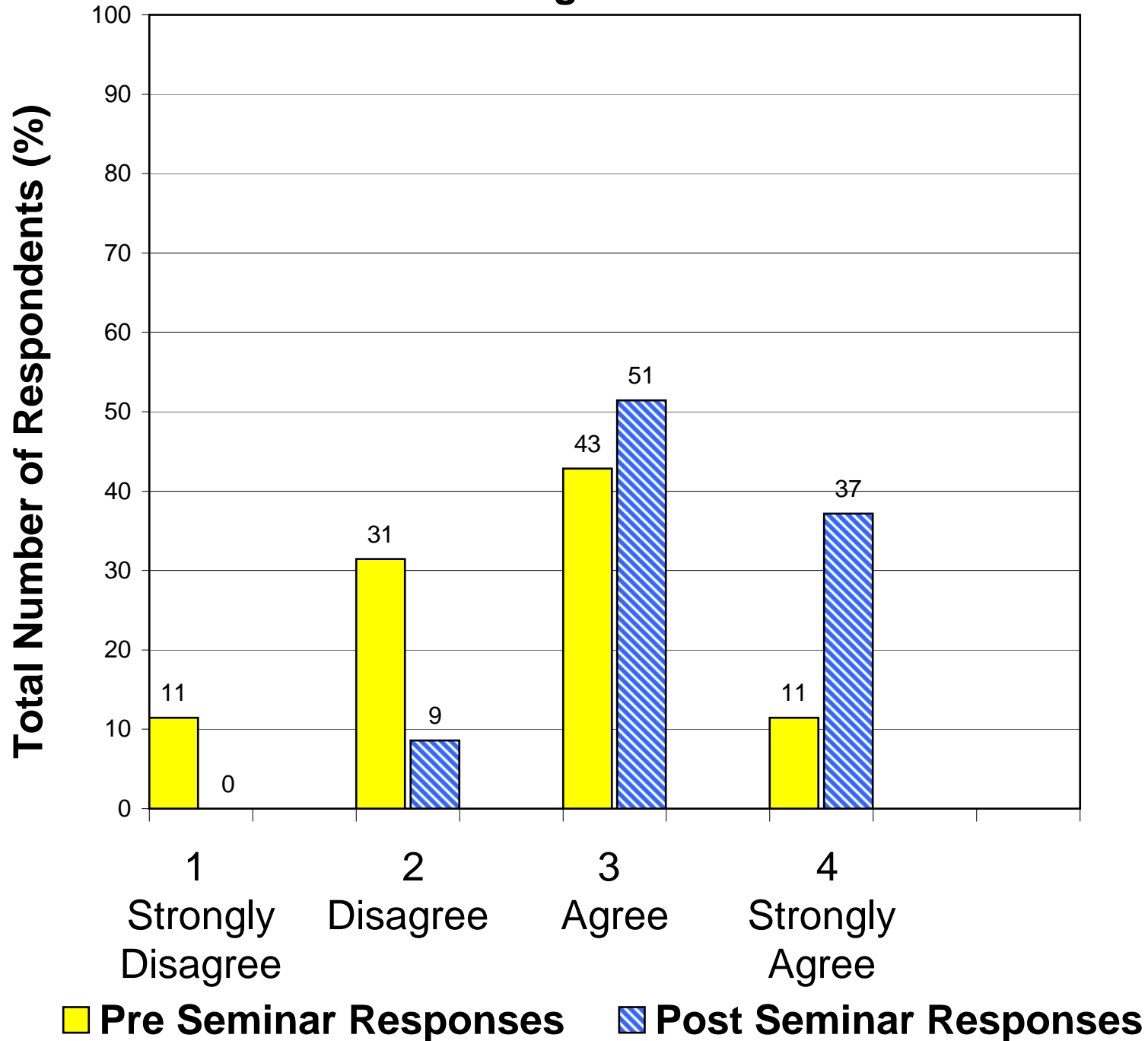
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Effectively Answer Objections and Questions



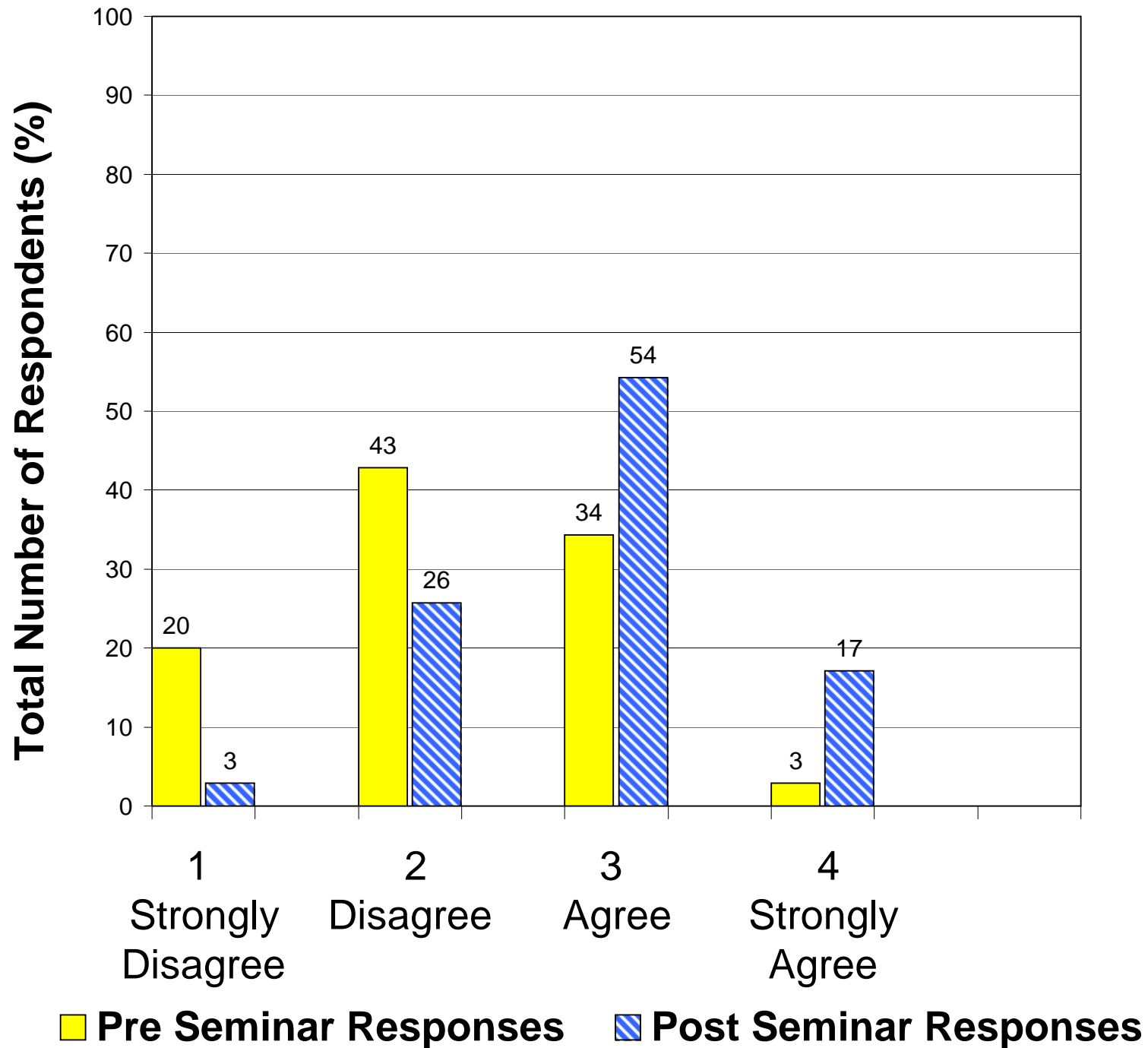
# COMPARISON: PRE AND POST SEMINAR RESPONSES

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



# COMPARISON: PRE AND POST SEMINAR RESPONSES

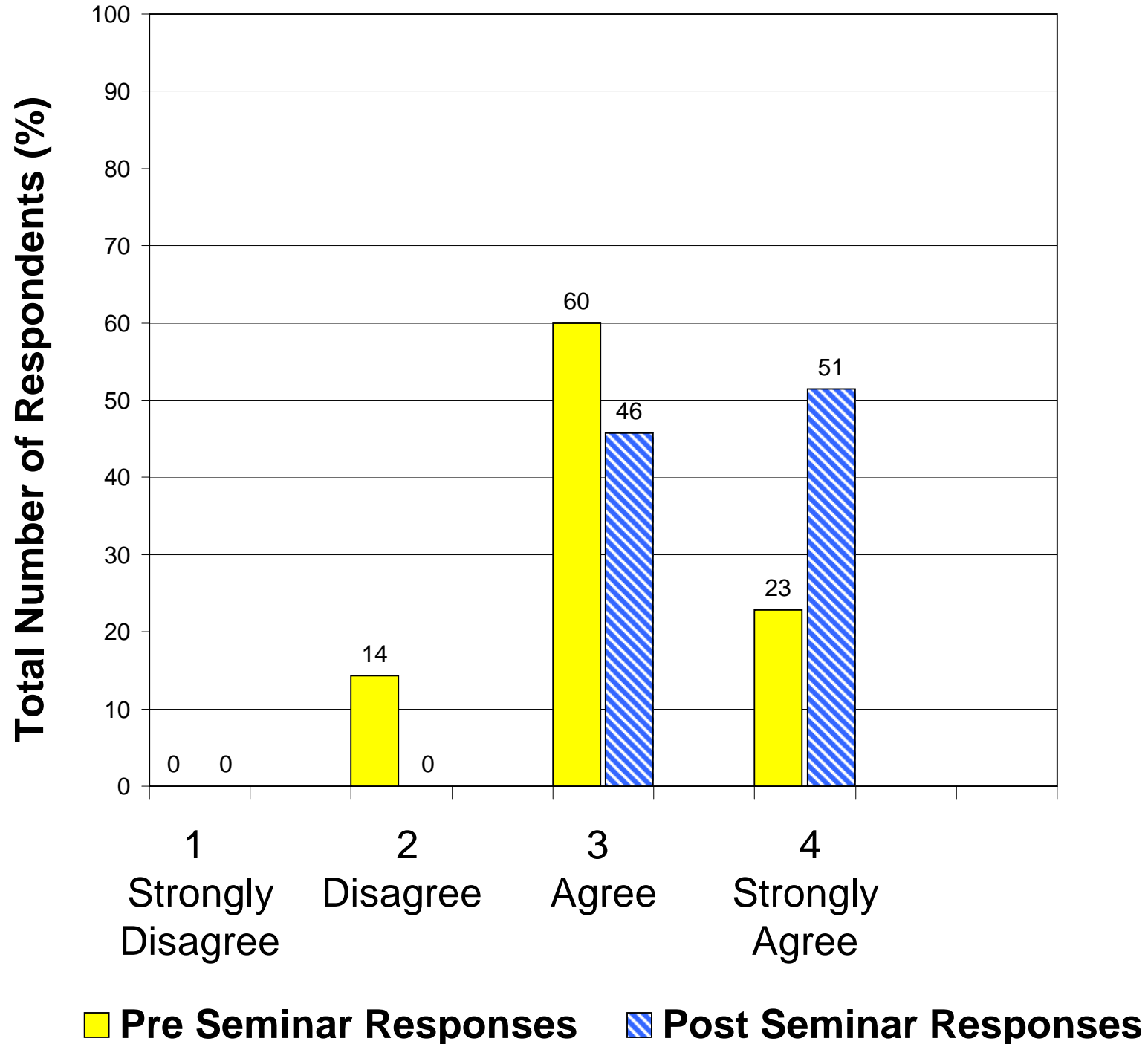
## It Is Easy For Me To Write Proposals





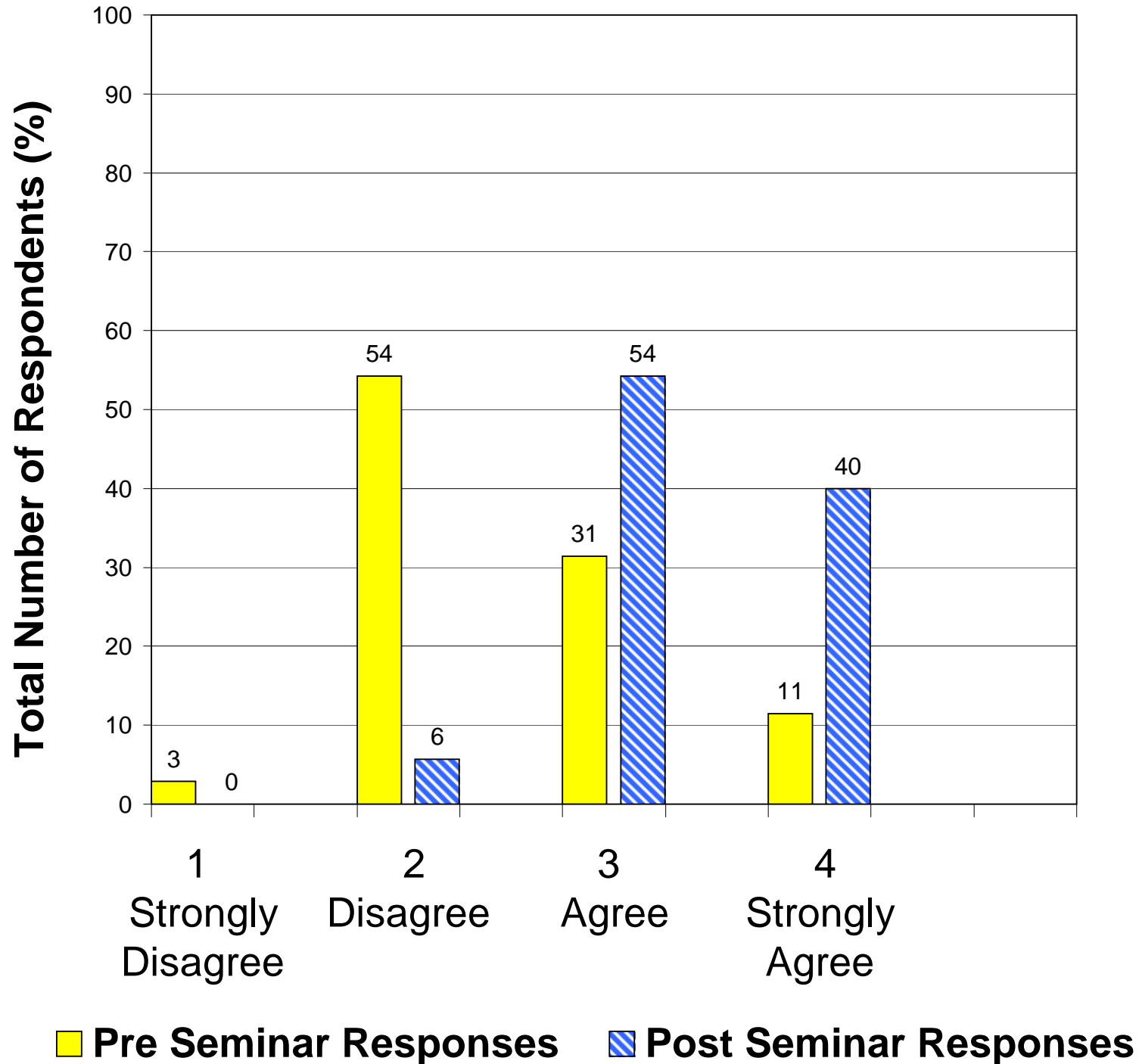
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Provide Effective Customer Service



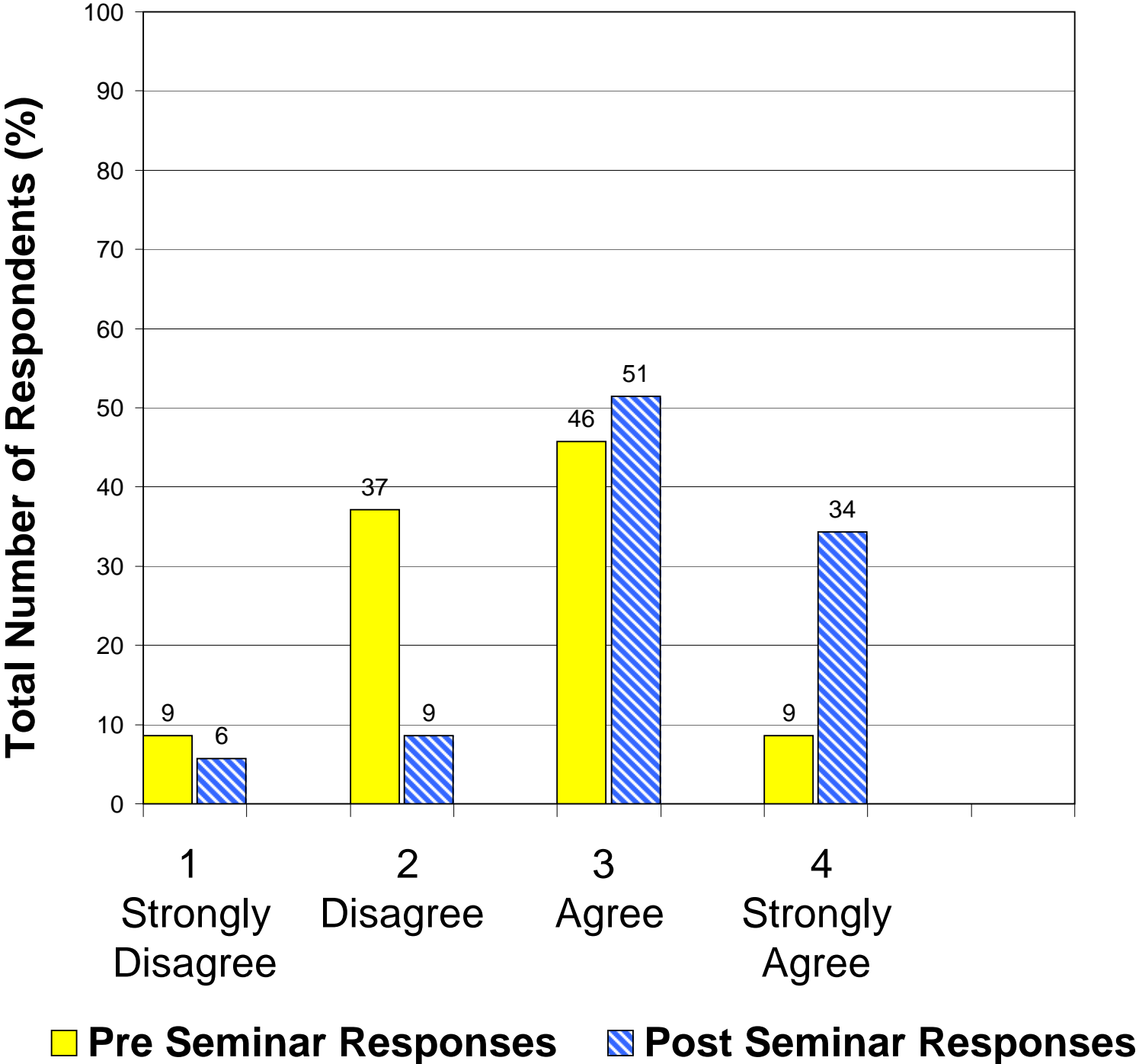
# COMPARISON: PRE AND POST SEMINAR RESPONSES

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



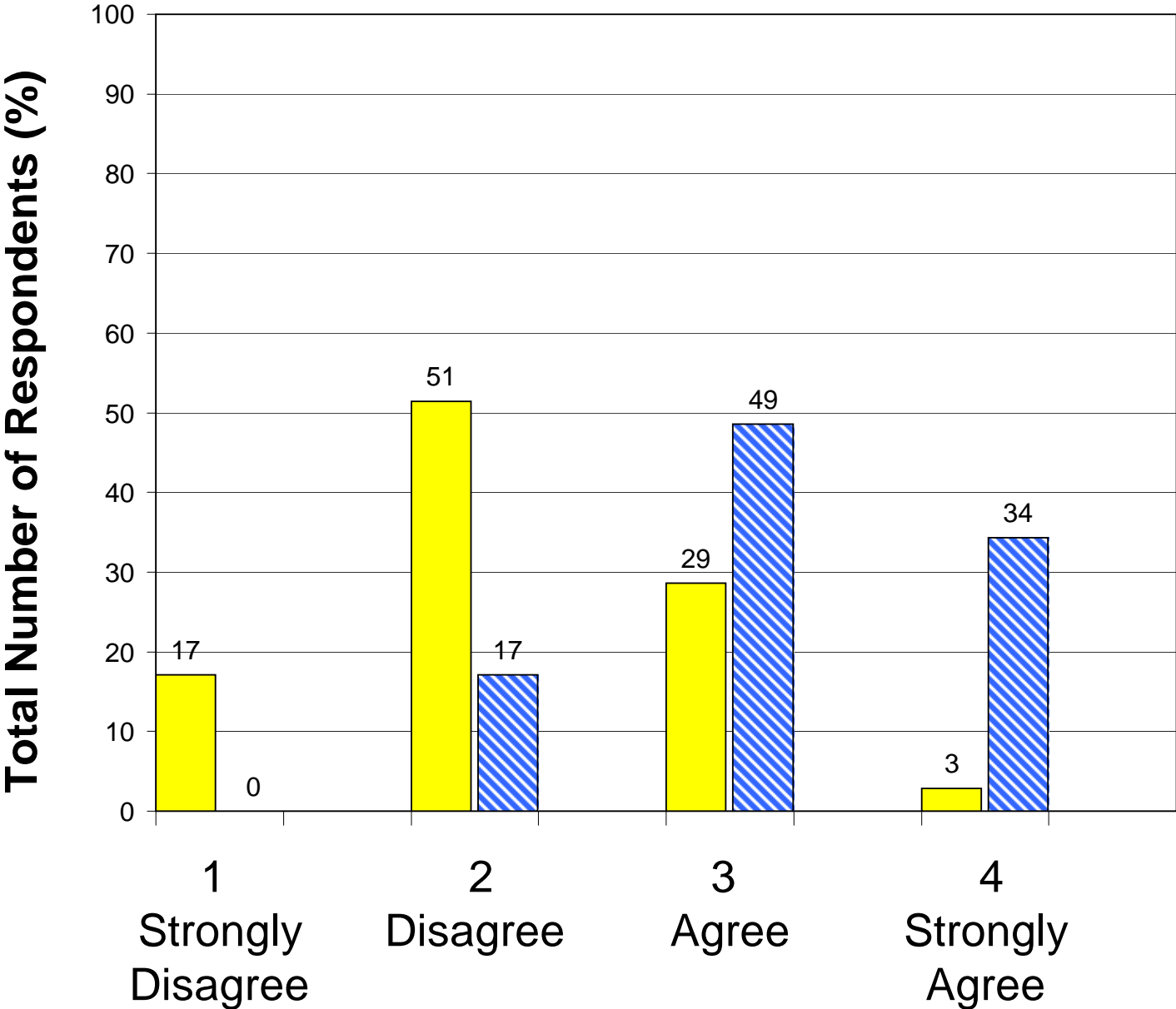
# COMPARISON: PRE AND POST SEMINAR RESPONSES

## I Offer My Clients Other Opportunities



COMPARISON: PRE AND POST SEMINAR RESPONSES

# I View Myself As Prosperous



**■ Pre Seminar Responses**

**▨ Post Seminar Responses**