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KEEP HER

1. First Name Of A Person _____
2. Noun _____
3. Verb - Present Ends In Ing _____
4. Verb - Base Form _____
5. Verb - Base Form _____
6. Verb - Base Form _____
7. Part Of Body _____
8. Noun _____
9. Noun - Plural _____
10. Noun - Plural _____
11. Noun - Plural _____

KEEP HER

Once you have gotten _____First Name of a Person_____ attention, you have to hold her attention by being the _____Noun_____, custom-fitting and _____Verb - Present ends in ING_____ product solutions, continuing the conversation and closing as you go.

To be an expert, you need to know how to _____Verb - Base Form_____ and teach the customer, _____Verb - Base Form_____ objections with confidence, utilize resources and _____Verb - Base Form_____ your stories and passion.

Continuing the dialogue helps you to keep going with the customer. Moving around the _____Part of Body_____, utilizing the _____Noun_____ of 3, asking questions and filling in the blanks and showing products until the customer says to stop are essential to continue the dialogue with the customer.

Close as you go is all about grouping products or _____Noun - Plural_____ together, pulling your customer's _____Noun - Plural_____ products and summarizing the products' benefits and _____Noun - Plural_____.

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