

Zig Zigler Test Part III.

1. The “Stood Up” Close

Chapter 17
Characteristics of the Salesperson

2. Extrovert-

Introvert-

3. Highly Successful salespeople practice _____

4. The high performer is an _____.

5. They represent the _____ of their companies...

6. Professionals are _____ to a degree that they are _____ often
_____.

7. Selling is the _____ of Feeling and hypocrisy.

8. The Professional looks and acts _____.

9. The Professional _____ himself.

10. Quote
“Spectacular achievement _____
_____”

11. Recency-

Frequency-

Potency-

Recommendation-

12. The “Complimentary” close

Make sure the _____ is _____ and _____.

13. Bring out those unspoken objections

The salesperson can smoke out any objection _____.

14. Salespeople DON'T _____.

15. The best way to get a prospect to make a favorable new decision is to _____
_____.

16. What you say to a prospect has to be _____ and you have to say it
with _____.

17. The “Tie Down Close”

Define:

18. The real secret to “selling” is to _____
_____.

19. The “Puppy Dog” Close

Define

20. Give an example of how we use this in MHK: