

## Activity 1

Model to complete - Sales script

| <b>OPENING</b>       |  |
|----------------------|--|
| <b>Stage 1-3</b>     |  |
| <b>QUALIFICATION</b> |  |
| <b>Stage 4</b>       |  |
| <b>CLOSING TEST</b>  |  |
| <b>Stage 5</b>       |  |
| <b>NEXT STEPS</b>    |  |
| <b>Stage 6</b>       |  |