Chapter 10

**Activity 10-1 Product**

Directions: Complete the following exercise to describe the features and benefits of your product or service.

 1. List each product or service you will offer and describe each.

<<Place Answer Here>>

 2. Complete the following features and benefits chart. If you have more than one product or service, create additional charts. Add as many lines as necessary.

Product or service name <<Place Answer Here>>

|  |  |  |
| --- | --- | --- |
|  | Feature | Benefit |
| 1. |  |  |
| 2. |  |  |
| 3. |  |  |
| 4. |  |  |
| 5. |  |  |

 3. Write your Unique Selling Proposition (USP).

<<Place Answer Here>>

4. Ask your instructor where to save your documents. This could be on the school’s network or a flash drive of your own. Name your Word document *FirstnameLastname*\_Activity10-1.doc (i.e., JohnSmith\_Activity10-1.doc).