Chapter 11

**Activity 11-3 Sales Process**

**Directions:** Complete the following steps to create a visual that represents the sales process.

1. Make a list of the six steps of the sales process.

<<Place Answer Here>>

1. Create a poster or other visual that could be used to train those who will be selling for you.
2. Create a handout with important talking points that a sales rep could use while learning your sales processes.
3. 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*\_Activity11-3.docx (i.e., JohnSmith\_Activity11-3.docx).