

## Best Salesperson Encounter

### Best Encounter

Take a moment and write out the best encounter you have ever had with a salesperson.

Write down everything you remember, big or small.

### Review

Now take a moment to review. Reread what you wrote and pick out the highlights—the pieces of the story that truly represent why this sales professional was so amazing. Things like:

- Did they read your energy and offer you a beverage or a comfortable place to sit?
- Did they conduct a thorough interview to learn your specific challenges and needs?
- Did they celebrate the sale with you and make sure you were still satisfied after the sale?