Mason Olivo

11-03-21

Exam 3

1. B
2. J
3. B
4. F
5. C
6. J
7. B
8. H
9. D
10. G
11. B
12. H
13. A
14. G
15. A
16. T
17. T
18. F
19. T
20. T
21. F
22. T
23. T
24. F
25. T
26. M
27. W
28. T
29. K
30. Y
31. R
32. A
33. S
34. H
35. Q
36. B
37. O
38. D
39. U
40. I
41. F
42. V
43. C
44. E
45. X
46. J
47. L
48. N
49. P
50. G
51. Exchange
52. Order taking
53. Consultive selling
54. Selling
55. Cross selling
56. Sales culture
57. Communication skills
58. Feature
59. Benefit
60. Follow through with commitments
61. Enjoy the sales challenge
62. Comparison shopping
63. Remorse
64. Service
65. Customer
66. Loan structuring
67. Direct lending
68. Indirect lending
69. Application
70. Pricing (fixed or variable)
71. Term
72. HOEPA loan
73. Balloon payment loan
74. Fraud
75. Material misrepresentation

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