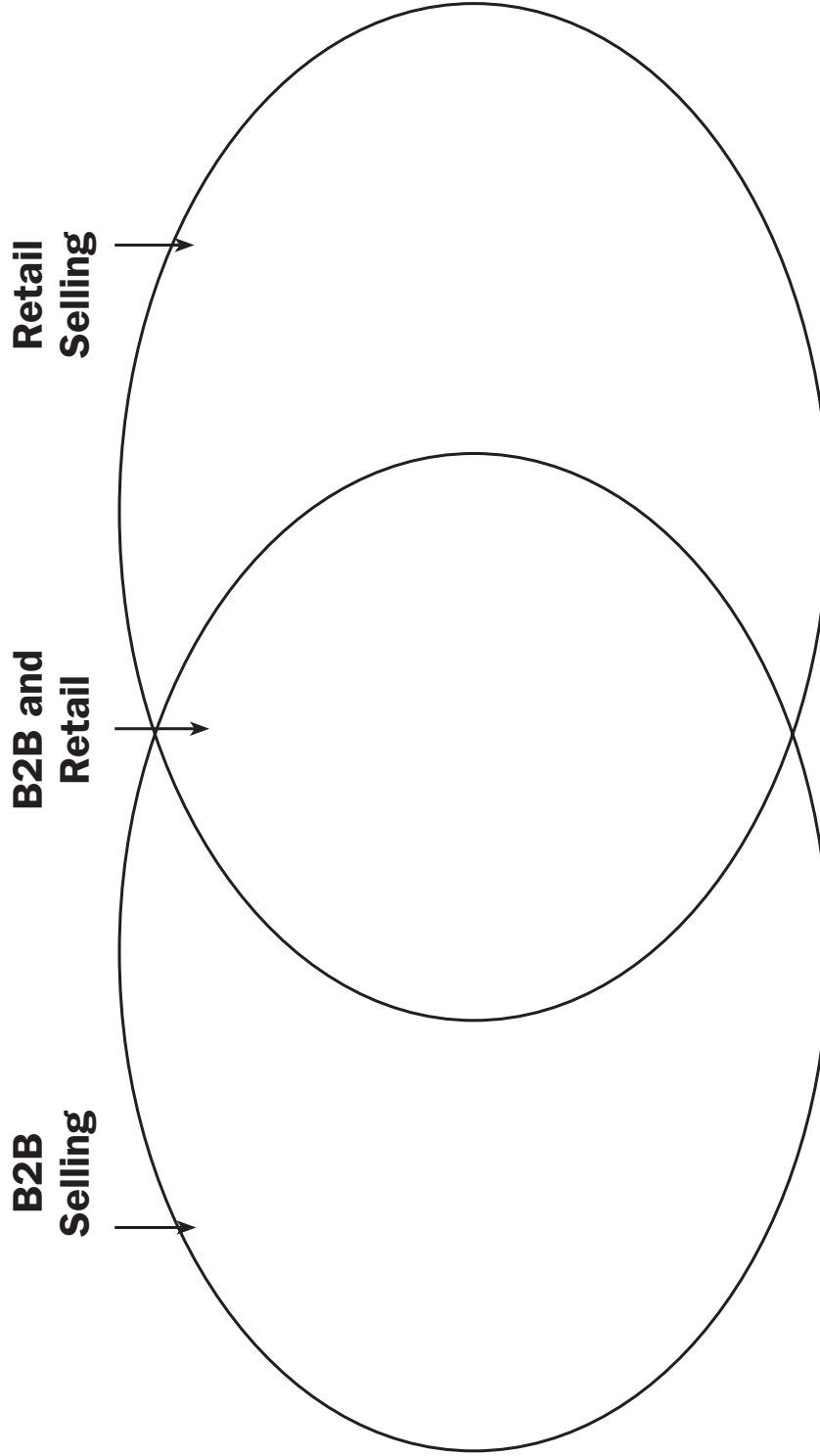


Graphic Organizer Section 13.1

THE SALES PROCESS

Graphic Organizer

Directions: Draw this chart to identify the steps of a sale.



Graphic Organizer Section 13.2

DETERMINING NEEDS IN SALES

Graphic Organizer

Directions: Draw this chart to review when and how to determine needs in the sales process.

