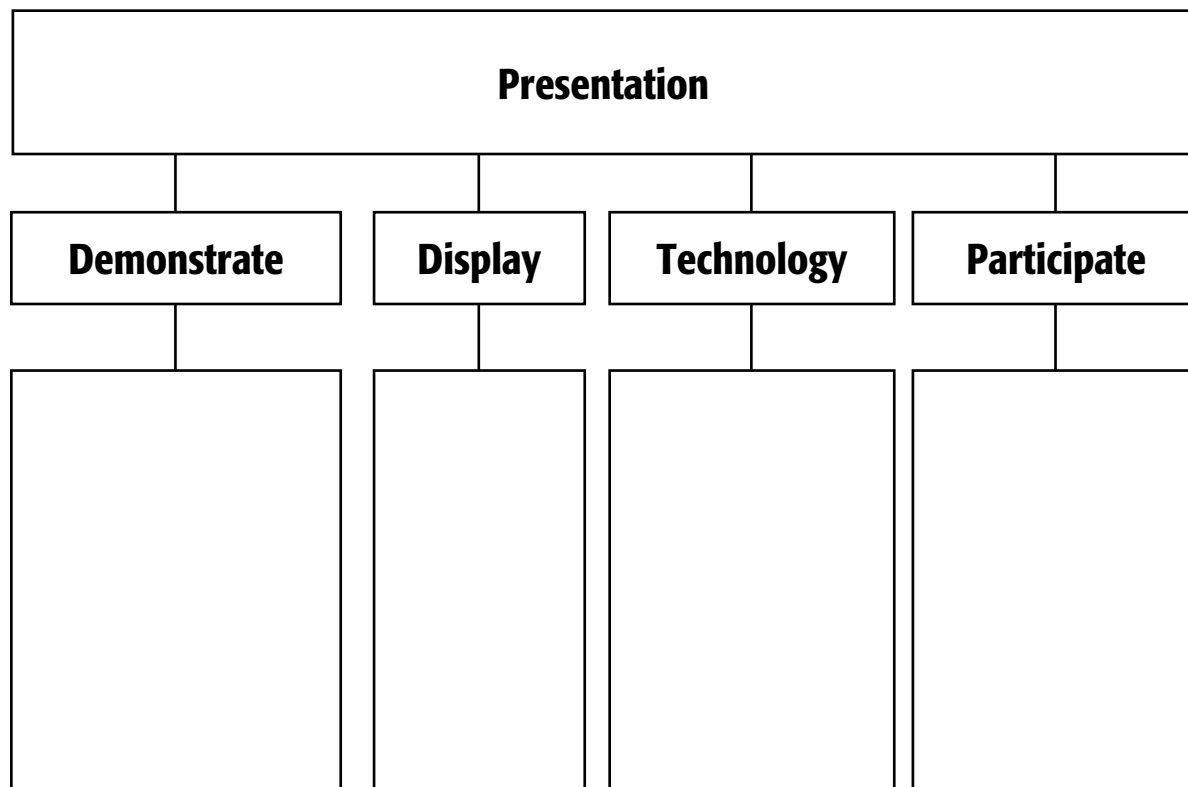


## **Chapter 14 Presenting the Product**

### **Plan the Presentation**

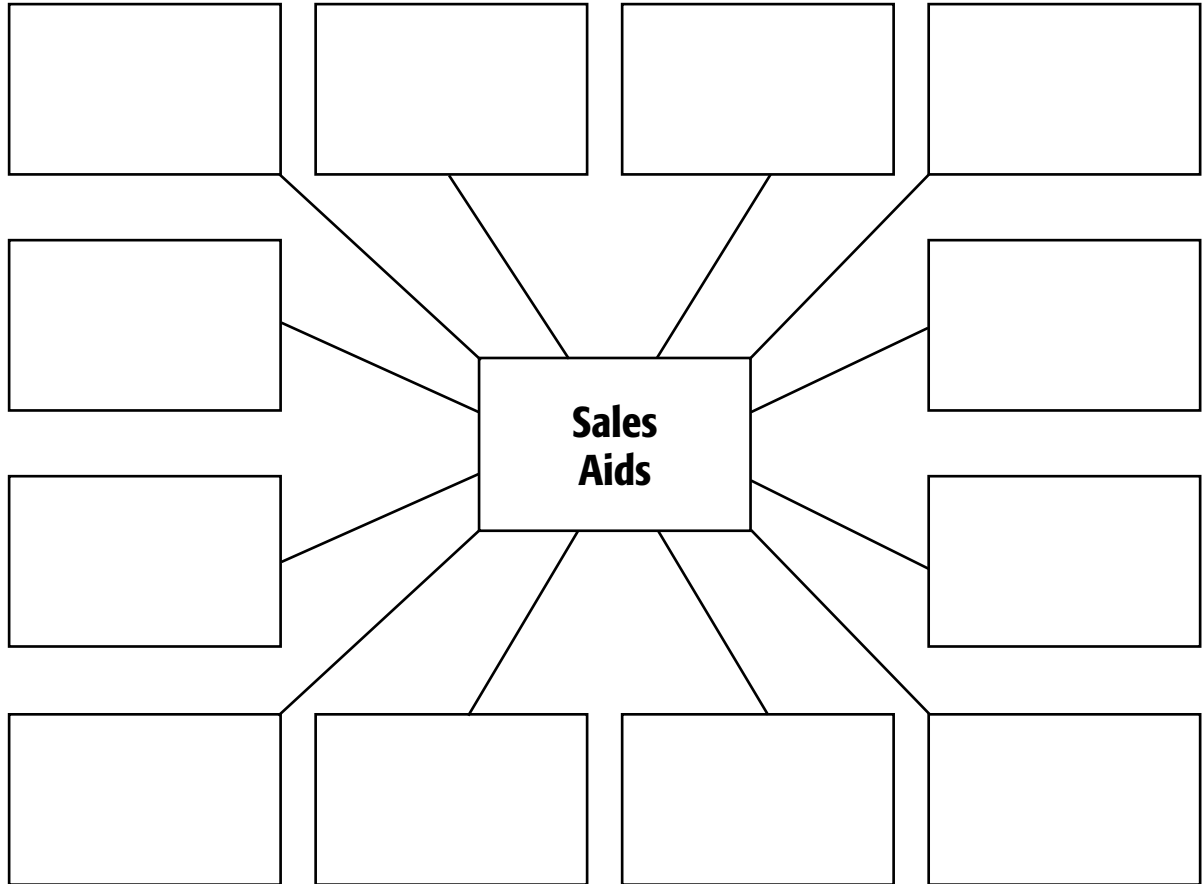
**Directions** Use this graphic organizer to provide details about product presentation techniques.



# Chapter 14 Presenting the Product

## Sales Aids

**Directions** Use this graphic organizer to provide examples of sales aids.



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## **Chapter 14 Presenting the Product**

### **Customer Objections**

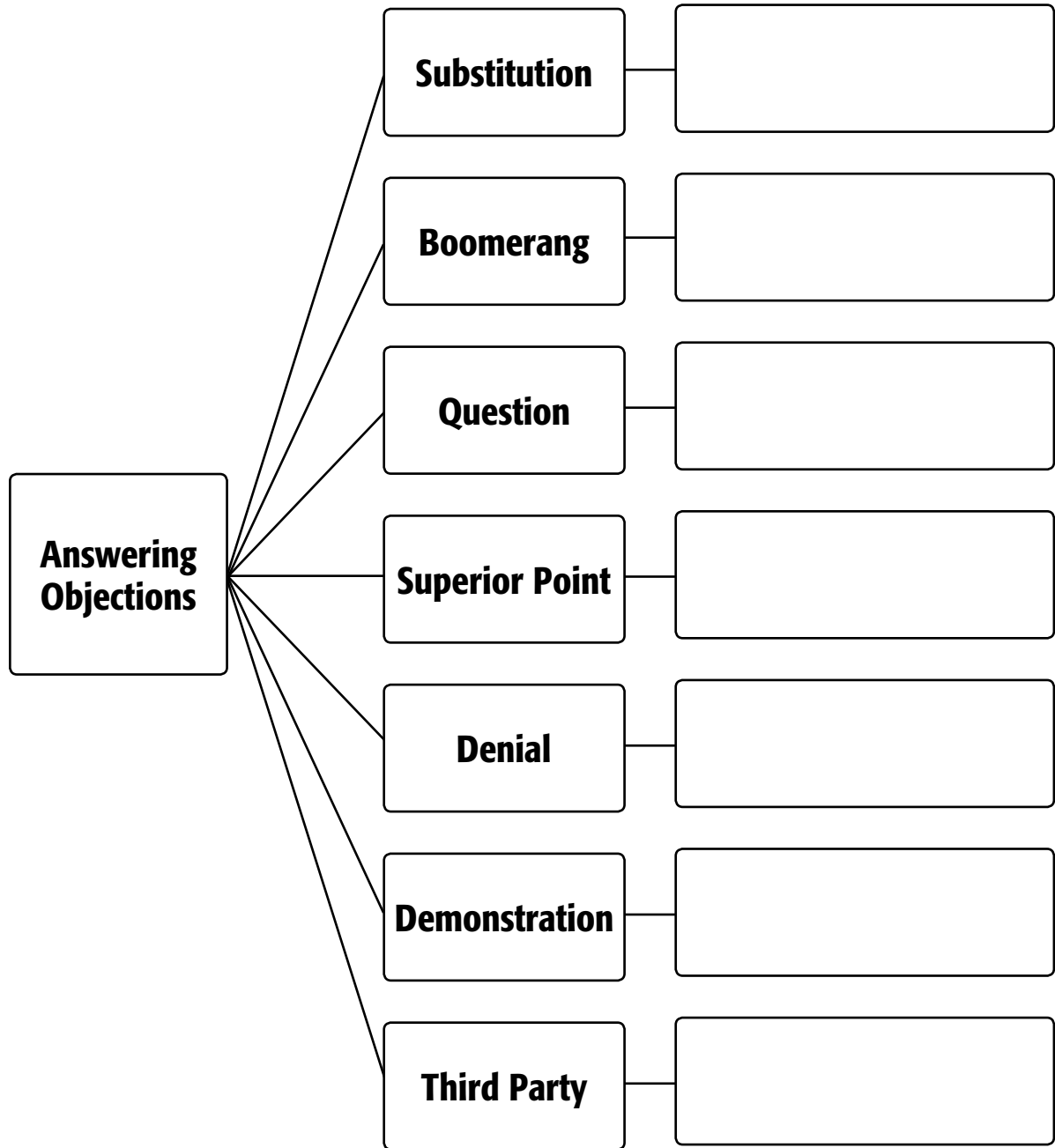
**Directions** Use this graphic organizer to provide potential customer objections.

<b>Need</b>	
<b>Product</b>	
<b>Source</b>	
<b>Price</b>	
<b>Time</b>	

# Chapter 14 Presenting the Product

## Methods for Answering Objections

**Directions** Use this graphic organizer to describe methods for answering objections.



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