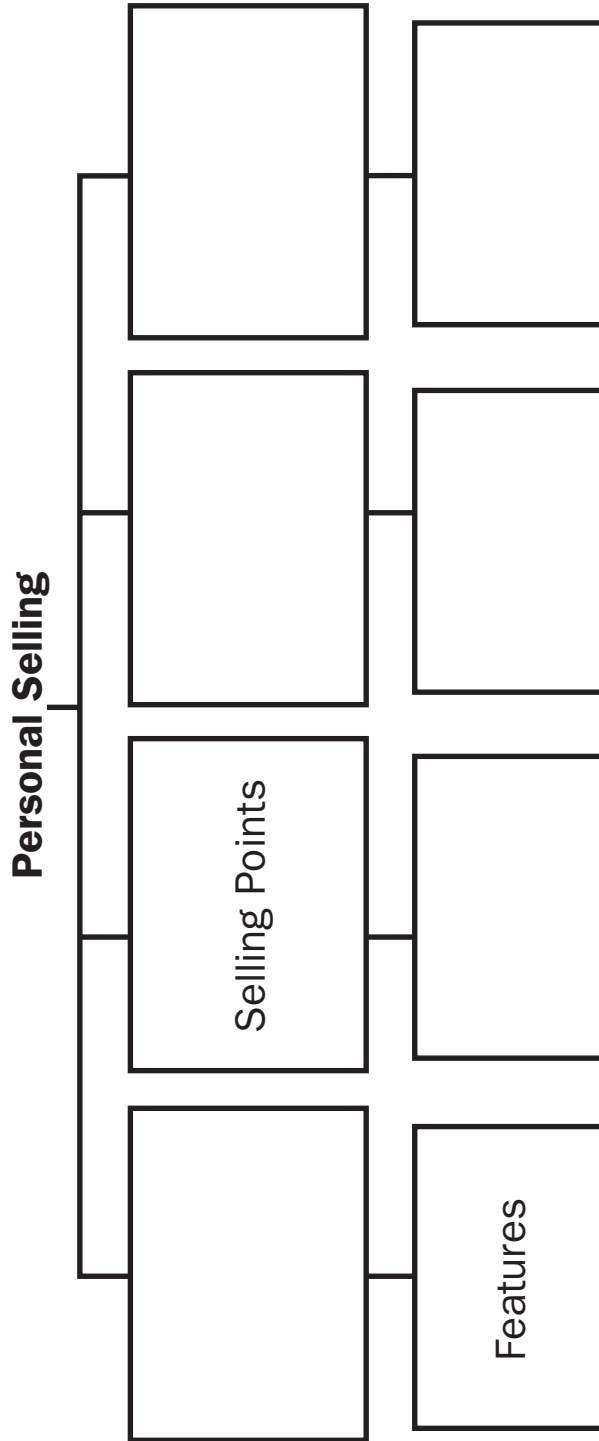


Graphic Organizer Section 12.1

WHAT IS SELLING?

Graphic Organizer

Directions: Draw this chart to record important information about selling situations and customers' decision making.



Graphic Organizer Section 12.2

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GETTING READY TO SELL

Graphic Organizer

Directions: Draw this chart to take notes about sources of product, industry information, and methods of prospecting.

