Sales Talk Score Sheet

Contestant Name: _______________________________  Division: ________________

____  **Introduction** (20 pts)
  - Does the contestant introduce themselves
  - Does the contestant get the buyers names
  - Does the contestant put the customer at ease
  - Does the contestant build rapport

____  **Main Body of Talk** (50 pts)
  - Contestant provides enough information
  - Understanding of given scenario (not applicable to Juniors)
  - Ability to answer questions
  - Originality, organization, composure

____  **Closing** (25 pts)
  - Ability to close the deal
  - Are you ready to buy the animal?

____  **Time Limits** (5 pts)
  Does contestant meet minimum time limits and stay within maximum?

____  **Total Points (out of 100 available)**