

## 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)**

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