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Sales Process

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| **Across****8.** Acknowledge, Probe, Answer, Close**10.** fourth step in sales process **12.** something a product has **14.** outcome from using the product **15.** use a comment or question to help a customer get the product they are looking at **16.** everything to know about the product before selling it to someone  | **Down****1.** An approach that welcomes customers with a hello **2.** fifth step in sales process **3.** second step in the sales process **4.** third step in sales process **5.** focus on helping the customer not the product **6.** sixth step in sales process**7.** expression used to get the customer to buy into your words **9.** First step in sales process**11.** How many approaches were gone over in class **13.** objections tend to be what kind of news  |