
Vantage Marketing Training Manual Quiz

Describe the Pre-impression:

What are the 4 Space Zones? (Measurements or descriptions are better than the actual name)

Describe good posture and bad posture:

Describe 3 ways to use body language and hand motions effectively:

What are 4 different aspects to Meta-Verbal communication (Meta Verbal is how we use our voice)

If a customer has their arms folded, what does this generally mean?

What are 4 buying signs? 2 verbal, 2 non verbal

If the customer is in their home, and you're on the porch, what can you do?

Compare and contrast how you would sell a new home (< 5 years) vs an old home (> 10 years):

Compare and contrast how you would sell a Husband, vs a Wife if the other spouse isn't home:

Compare and contrast how you would sell a home with siding, vs a home with brick:

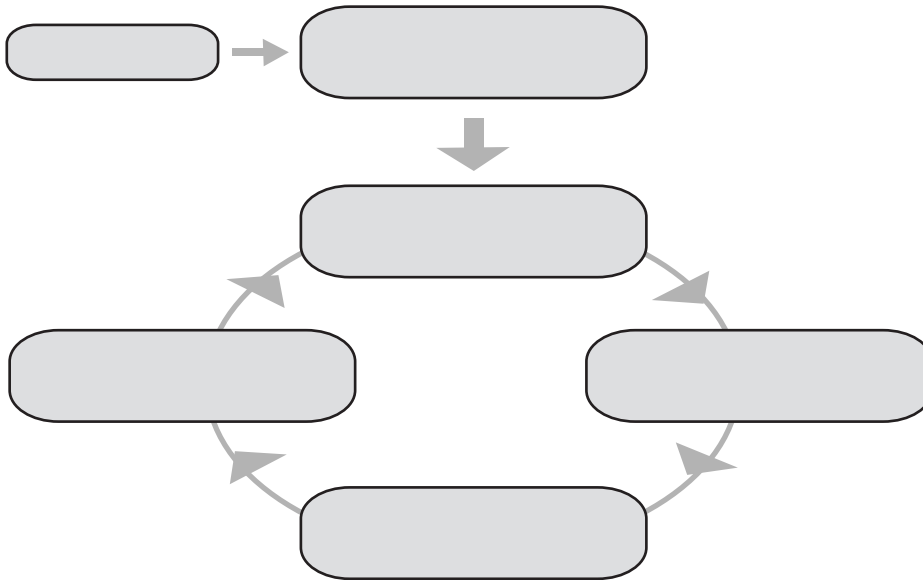
What is the B.O.L.T. system? What does it stand for? Why is it important?

How do you regain control of a conversation if the customer asks you a question?

List 3 keys to success from Chapter 4?

What is the 5 step transitional process?

Fill in the following Sales cycle Diagram



Give 2 examples of soft closes, and 2 examples of hard closes:

How many times must a customer give you a rejection before you should take it as an objection and not just a smoke screen?

How long should you wait before talking after a pause? Explain

What are two reasons a customer could ask a question?

What are 3 transitional phrases after a customer asks a question?

What are 5 main concerns customers will have?

What is micro-encapsulation?

Describe the four scopes of service:

Manual Quiz

Certification of Completion

Name of Rep: _____ Date: _____

Office: _____

Signature of Manager: _____

