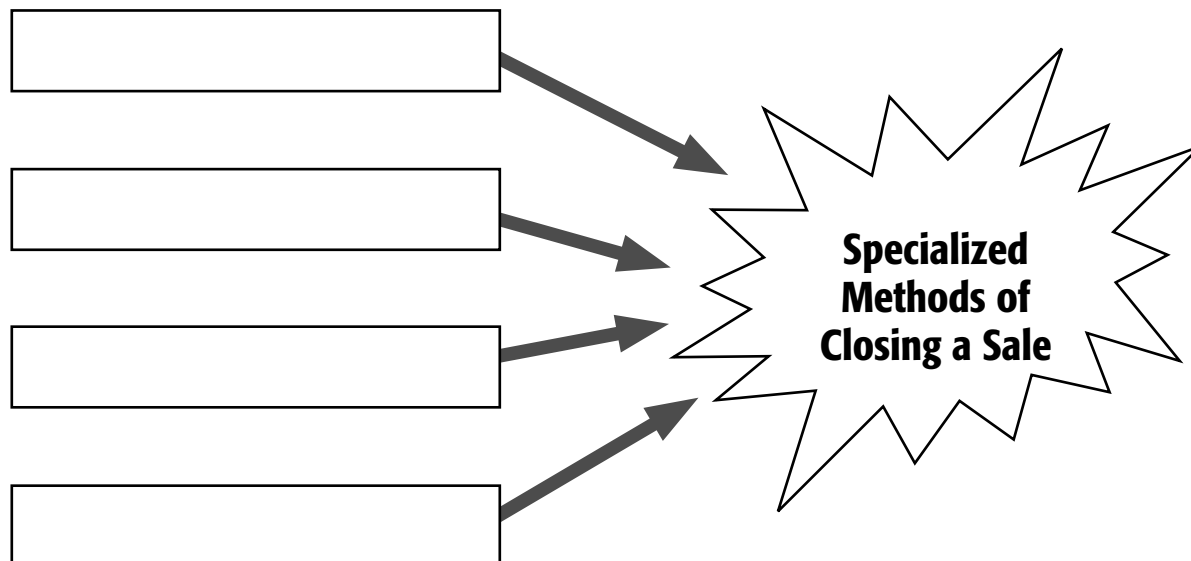


## **Chapter 15 Closing the Sale**

### **Specialized Methods of Closing a Sale**

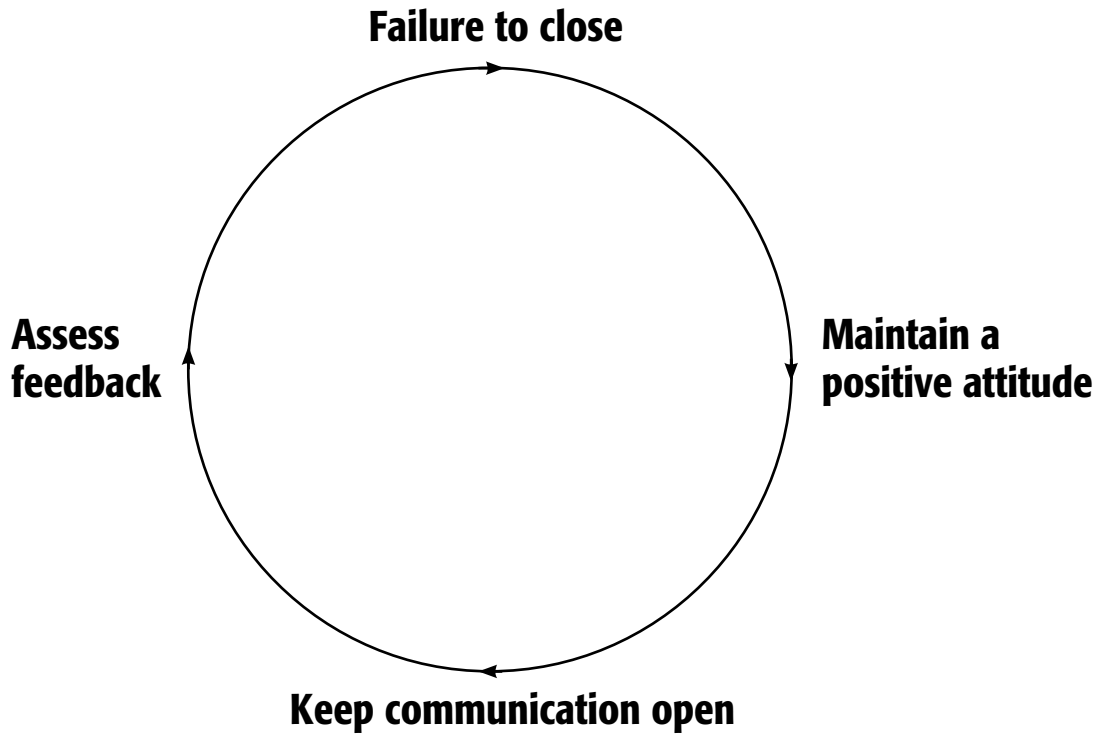
**Directions** Use this graphic organizer to list four specialized closing methods.



## **Chapter 15 Closing the Sale**

### **Role of Feedback When Failing to Close a Sale**

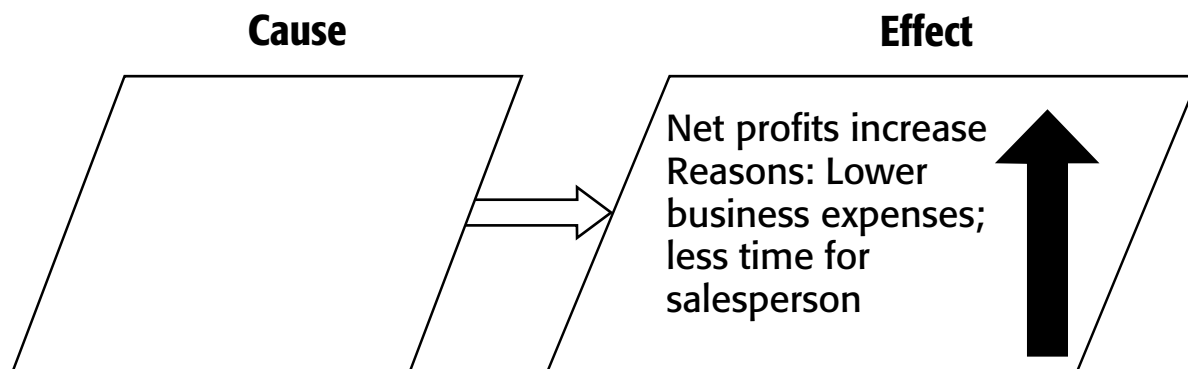
**Directions** Use this graphic organizer to discuss ways that feedback can affect future sales attempts.



## **Chapter 15 Closing the Sale**

### **Suggestion Selling**

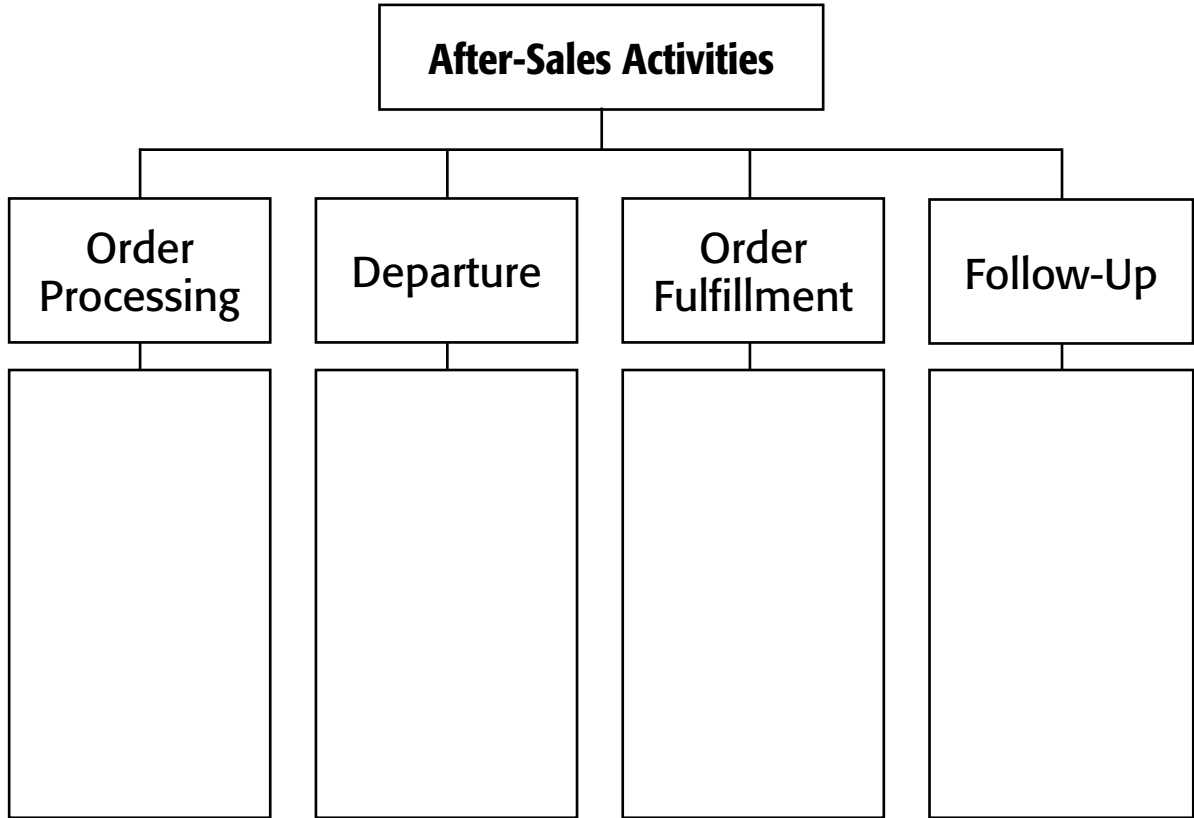
**Directions** Use this graphic organizer to emphasize suggestion selling.



# Chapter 15 Closing the Sale

## After Sales Activities

**Directions** Use this graphic organizer to list after sales activities.



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## **Chapter 15 Closing the Sale**

### **Order Fulfillment**

**Directions** Use this graphic organizer to discuss different categories of businesses that must fulfill orders.

