

8 STEPS OF A SALE

Sales || Worksheet

Every business is different. Use the spaces below to describe how your business goes through each of the 8 Steps of a Sale.

1. Qualify Your Leads

2. Contact Your Potential Customer

3. Make A Presentation

4. Make A Match

5. Ask For An Order

6. Process The Order

7. Receive Payment

8. Follow-Up With The Customer