

# KEEP HER

1. First Name Of A Person
2. Noun
3. Verb - Present Ends In Ing
4. Verb - Base Form
5. Verb - Base Form
6. Verb - Base Form
7. Part Of Body
8. Noun
9. Noun - Plural
10. Noun - Plural
11. Noun - Plural

# KEEP HER

Once you have gotten \_\_\_\_\_  
First Name of a Person attention, you have to hold her attention by being the  
\_\_\_\_\_  
Noun, custom-fitting and \_\_\_\_\_  
Verb - Present ends in ING product solutions, continuing the conversation  
and closing as you go.

To be an expert, you need to know how to \_\_\_\_\_  
Verb - Base Form and teach the customer, \_\_\_\_\_  
Verb - Base Form  
objections with confidence, utilize resources and \_\_\_\_\_  
Verb - Base Form your stories and passion.

Continuing the dialogue helps you to keep going with the customer. Moving around the \_\_\_\_\_  
Part of Body,  
utilizing the \_\_\_\_\_  
Noun of 3, asking questions and filling in the blanks and showing products until the  
customer says to stop are essential to continue the dialogue with the customer.

Close as you go is all about grouping products or \_\_\_\_\_  
Noun - Plural together, pulling your customer's  
\_\_\_\_\_  
Noun - Plural products and summarizing the products' benefits and \_\_\_\_\_  
Noun - Plural.