



DEBRIEF FLOW CHART DEMO NO SALE



Things to look for

- Walk of Life mistakes
- Not finding out when
- Not finding out how
- Not going to correct partial

What did you say?
What did they say?



What exactly did they say to the closing question?



POSITIVE

FALSE POSITIVE

Step 8

What was the objection, the reason they didn't buy?



Step 7

What did they say to the Pre-Close?

NEGATIVE



How did you respond?



What was the answer to the transition questions?



Review Primary and Secondary and then either Role Play or let them know you will work on it in the sales meeting

Things to look for

- Not calling the Ref List
- Not asking Transition Questions correctly
- Not shooting the video properly
- Not getting all Decision Makers involved