**RSS #6**

**100 Points Assessment Grade**

**Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**PRODUCT SUMMARY WORKHEET**

**READY-SET-SELL**

**Product or Service:**

**Company/Brand Being Represented:**

**Specific Product (Name):**

**Specific Product (Description):**

**Problems or needs of the Prospect (at least 2):**

**Key product features and benefits (at least 3):**

**Most probable objections that you anticipate from this prospect (at least 3):**

**Situation or context in which this sales call will be made (role the teacher will play):**

**Current Suppliers:**

**Problems with current supplier:**

**Factors likely to be important to this prospect purchasing:**

**Past experience with prospect:**

**Anticipated problems in selling and servicing this prospect:**

**Long-term Sales Objective:**

**Long-term Sales Strategy:**

**Short-term Call Objective**

**Short-term Call Strategy:**