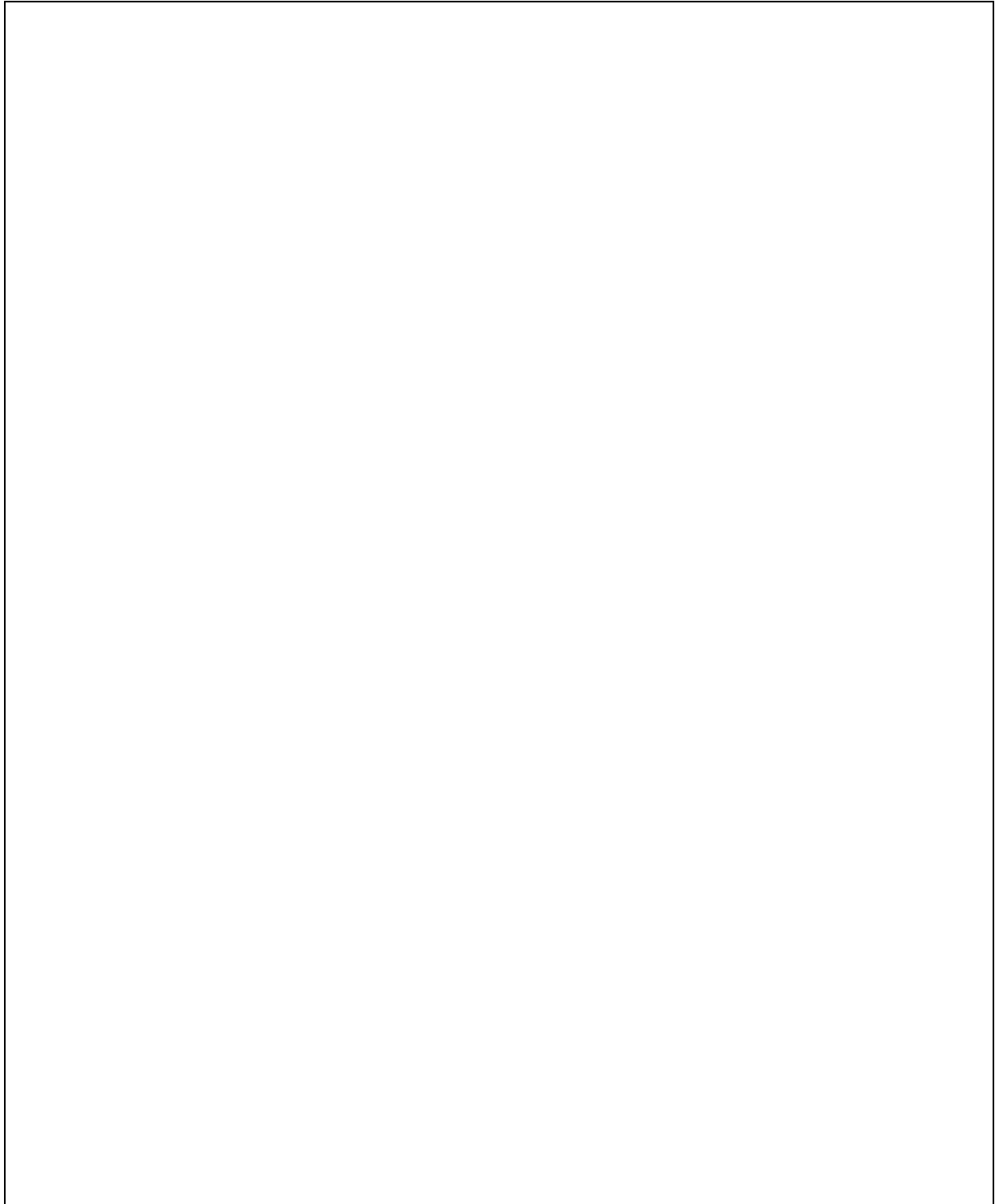


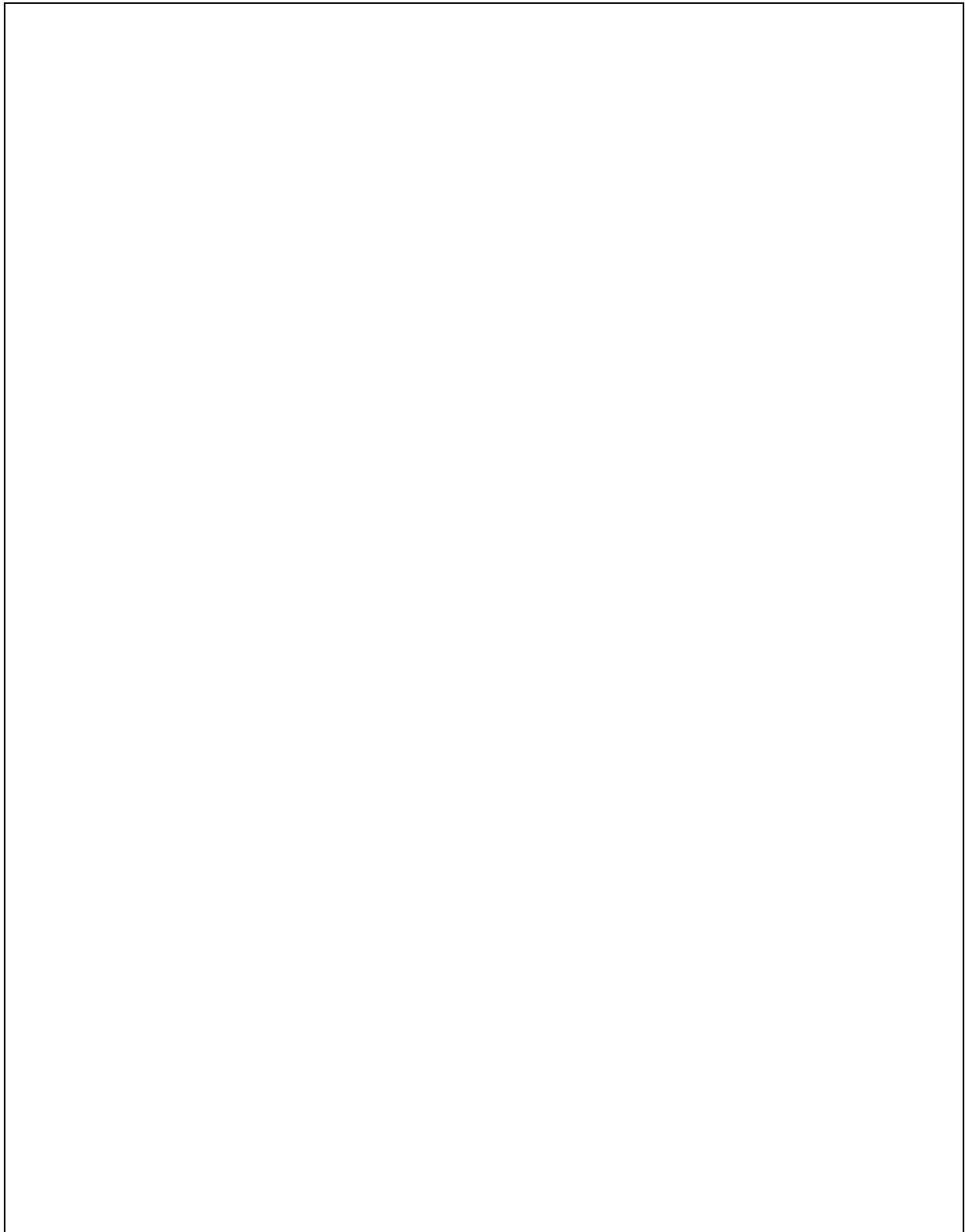
Consultative Selling Reminders

List the 5 main takeaways from this session and why they are important

What questions can you ask to find out the key drivers for change of a client (i.e pain, fear or pleasure)?



How are you going to apply this session to your own approach? How will you know if you've been successful?

A large, empty rectangular box with a thin black border, intended for the user to write their response to the question above. It occupies the majority of the page's vertical space.