



Christian Sales Principles

1. Explain the responsibilities of a Christian salesperson as related to how they treat their customers and boss.
2. List the points in the steps of a sale.
3. Give a statement on how to meet objections.
4. How are the following points valuable to a salesperson?
 - a. Researching the market to see how an item or service will sell
 - b. Proper training and knowledge about the item or service to be sold
 - c. A visit to the plant or home office that produces the item or service
 - d. Follow-up visits with first-time customers
5. Using actual or hypothetical education and experience, write a resume which could be used in applying for a job.
6. Find out what education is most beneficial for a career in sales. What aspects of sales are available to a Christian salesperson?
7. Do one of the following:
 - a. Help raise funds through sales of either services, merchandise, or tickets to a Pathfinder, AY Society, or school activity accounting for more than your proportionate share of the sales.
 - b. Earn money for yourself through the selling of merchandise or a service.
8. Make a practice sales presentation to your counselor, teacher, or parent on the above item that you are selling.
9. Interview a Christian salesperson and a Christian retailer regarding the following points:

For the Salesperson:

- a. Is a lot of traveling involved in the profession of selling?
- b. What other ways does the job of a salesperson affect family life?
- c. How are sales people paid?
- d. What opportunities for advancement are there in sales?
- e. What does the future hold for a career in sales?
- f. How do you get customers?
- g. What do you like the most about your job? The least?
- h. Does being a Christian make a difference in the way you do your job?

For the Retailer:

- a. What type of education and training is helpful for a retail sales career?
- b. What advancement opportunities are available in retail sales?
- c. When you place an order, which do you rely on most, service of the sales person, price, market characteristics, or the quality of the product?
- d. What do you do when a customer complains about an error he thinks your store has made when he is actually the one at fault?
- e. Does being a Christian make a difference in the way you run your store?
- f. What do you like the most about your job? The least?

Skill Level 2