

Econ 336
Agri Selling
IC #7 (10 pts)
F'09

Name of RSS Group _____

Provide the requested information at the bottom of this sheet. Use the back if needed.

1. For each member of your group PRESENT today, provide the following information:
 - a. Name
 - b. Student who will role play your customer for your RSS practice
 - c. Name of customer you will be selling to on RSS night
 - d. What you are selling and your RSS night sales goal
 - e. A question you plan to ask your customer during your RSS opening
 - f. One objection you want your customer to raise during RSS practice
 - g. Yes or No - you will be doing your RSS practice IN CLASS on Nov 18

2. For each member of your group ABSENT today, provide the following information:
 - a. Name
 - b. Student who they will SELL TO during our RSS practice
 - c. Student who they will BUY FROM during our RSS practice