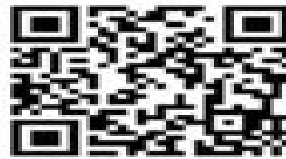


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Introduction: In this assignment I will be giving information the following point talk about each sales staff must do or be like when working for these different scenarios. Also I have included the sales technique out of four of them: Cold calling, Face to face, Telemarketing and drop in visits. Also I have included their own personal interpersonal skills of what it takes to be a salesstaff to be working for those scenarios, I have also included examples and relevant pictures. Selling insurance over the phone through cold calling.

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