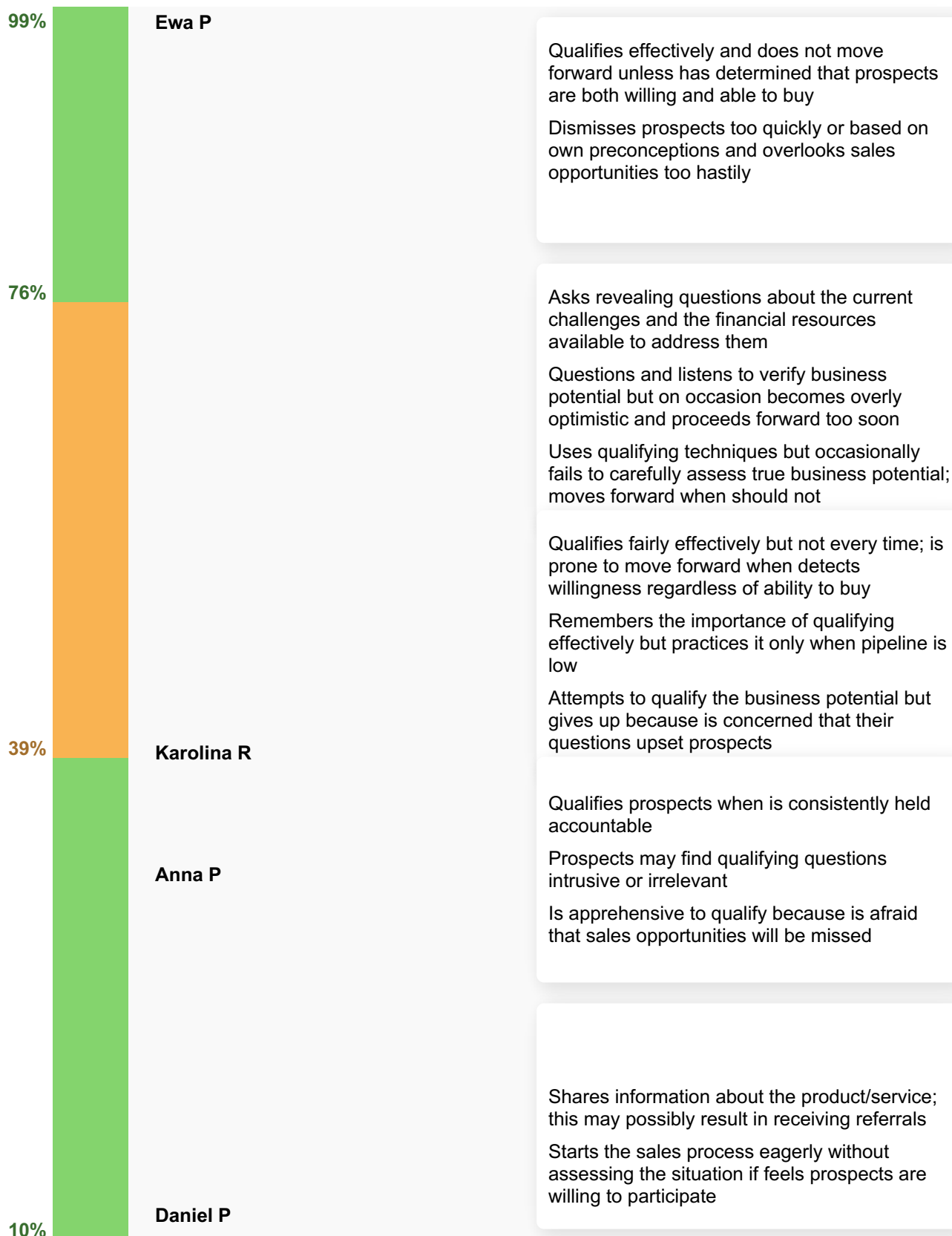


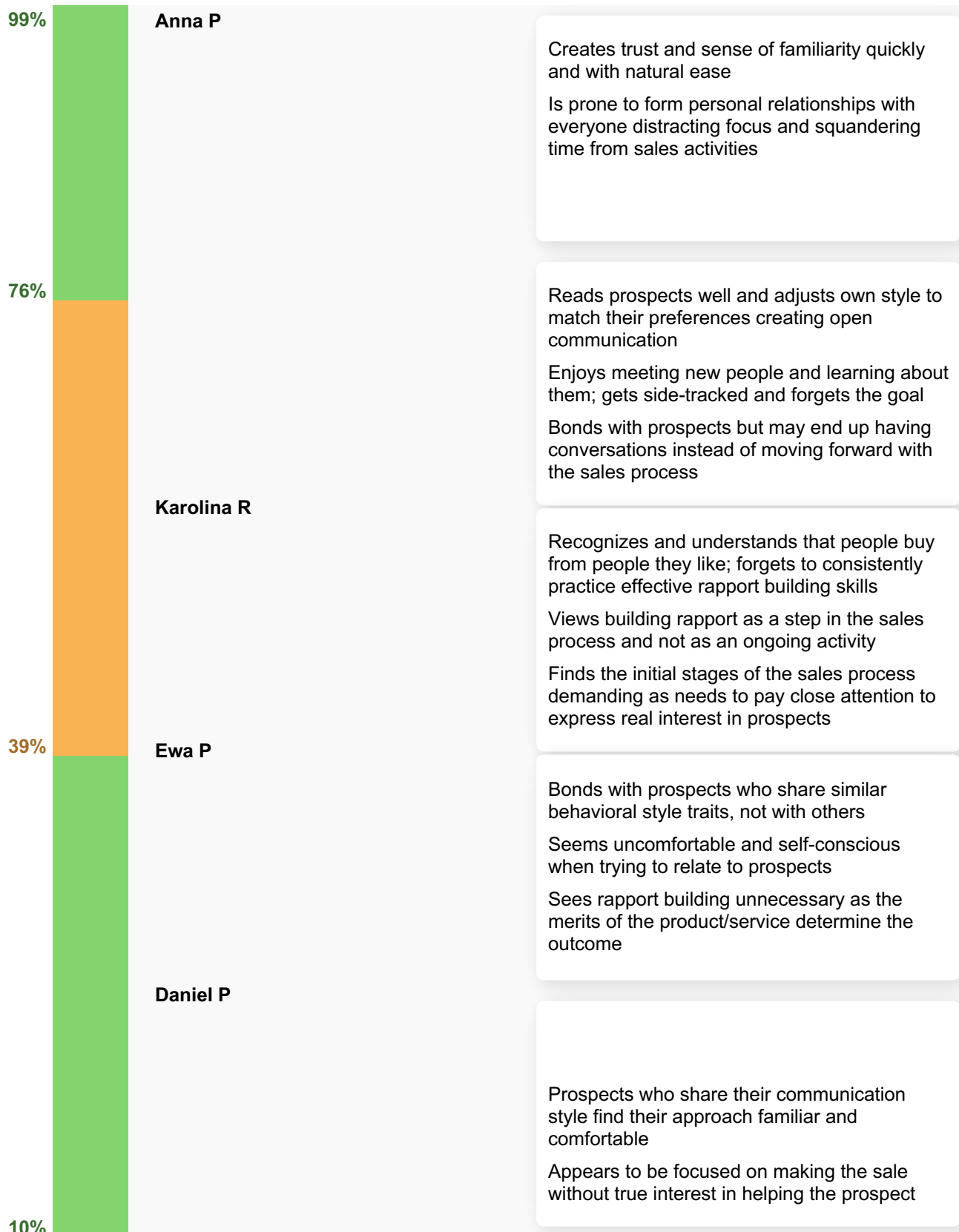
Team Competence Summary / Prospecting



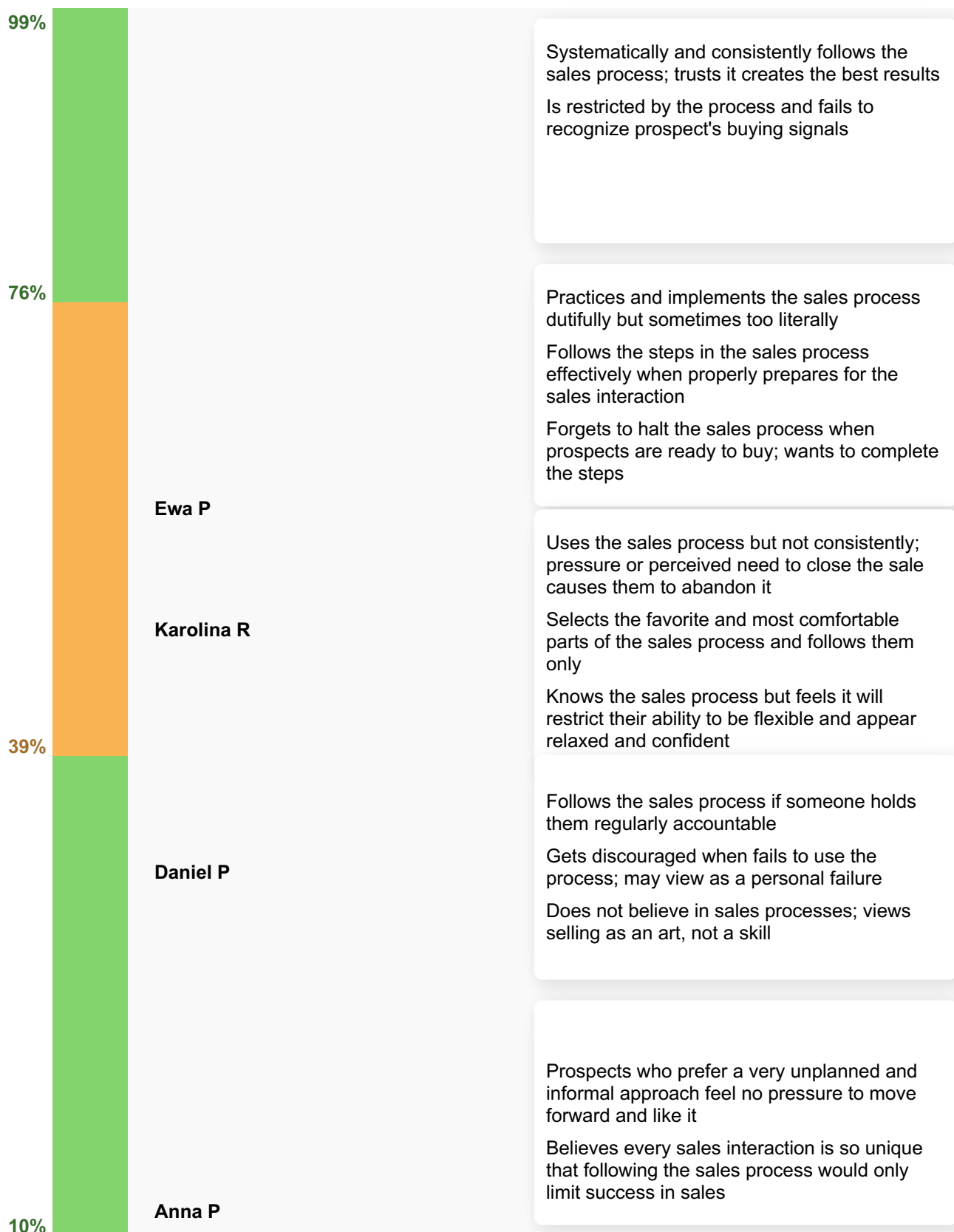
## Team Competence Summary / Qualifying



## Team Competence Summary / Building Rapport



## Team Competence Summary / Following the Sales Process



## Team Competence Summary / Goal Orientation



## Team Competence Summary / Gaining Trust



## Team Competence Summary / Controlling the Sales Process

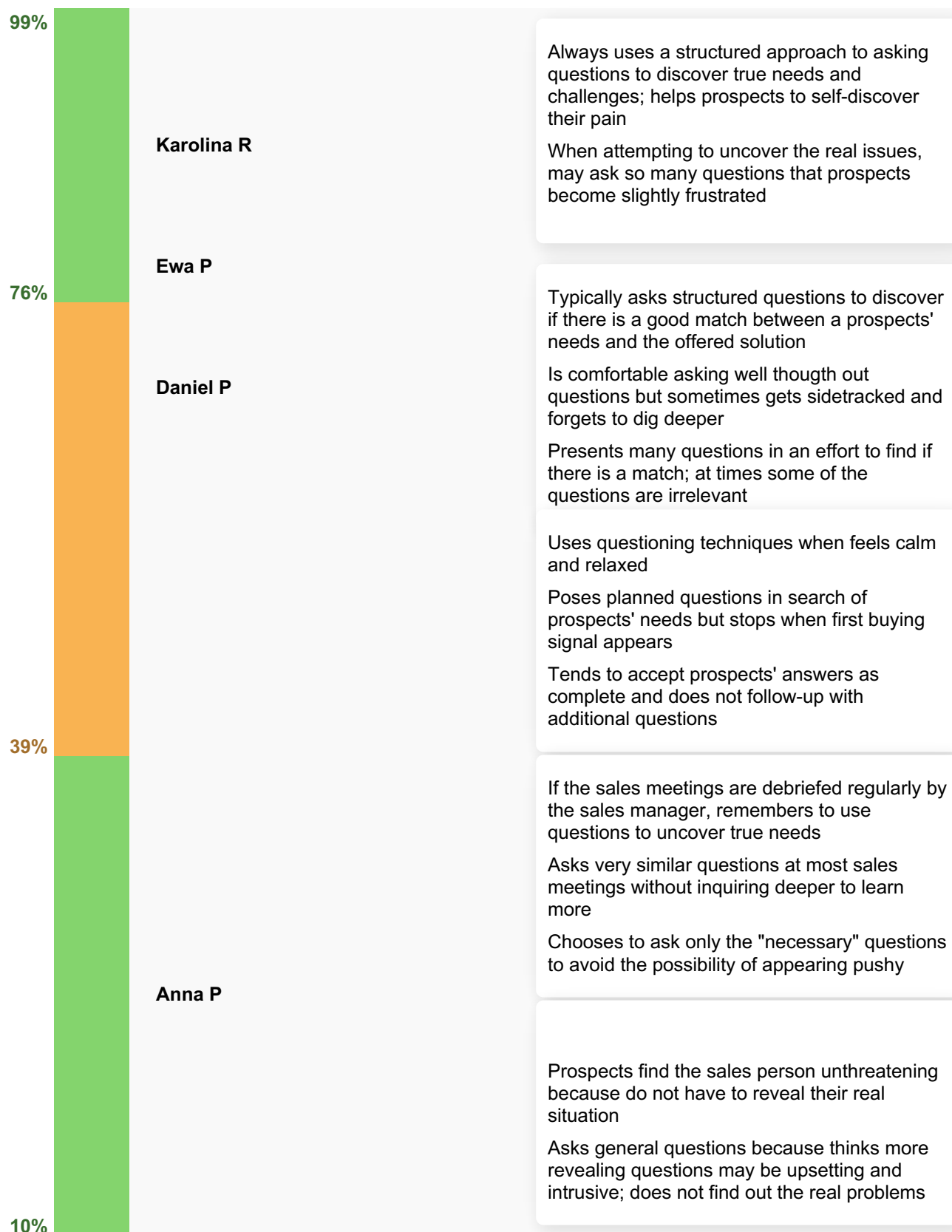


## Team Competence Summary / Handling Objections





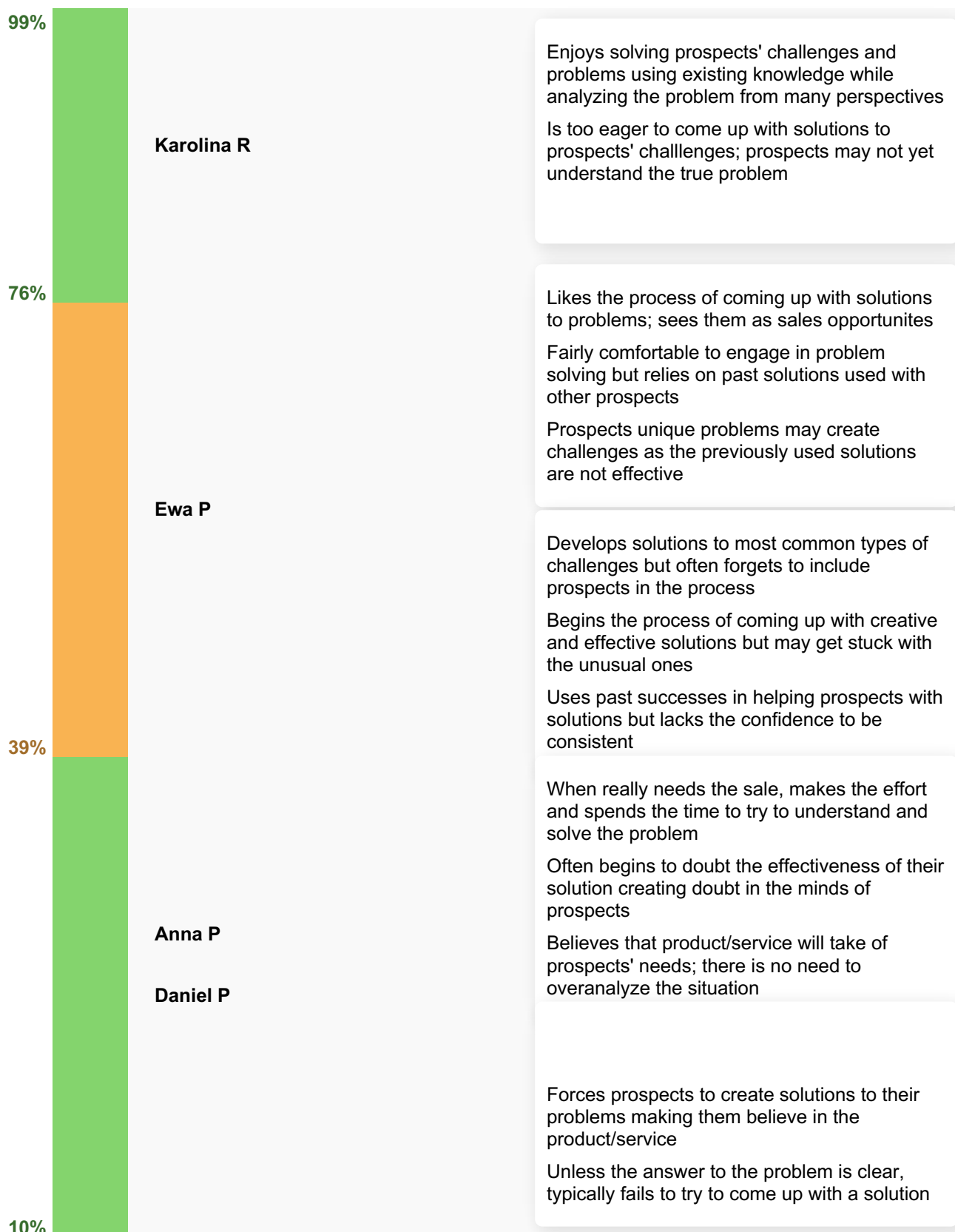
## Team Competence Summary / Questioning Effectiveness



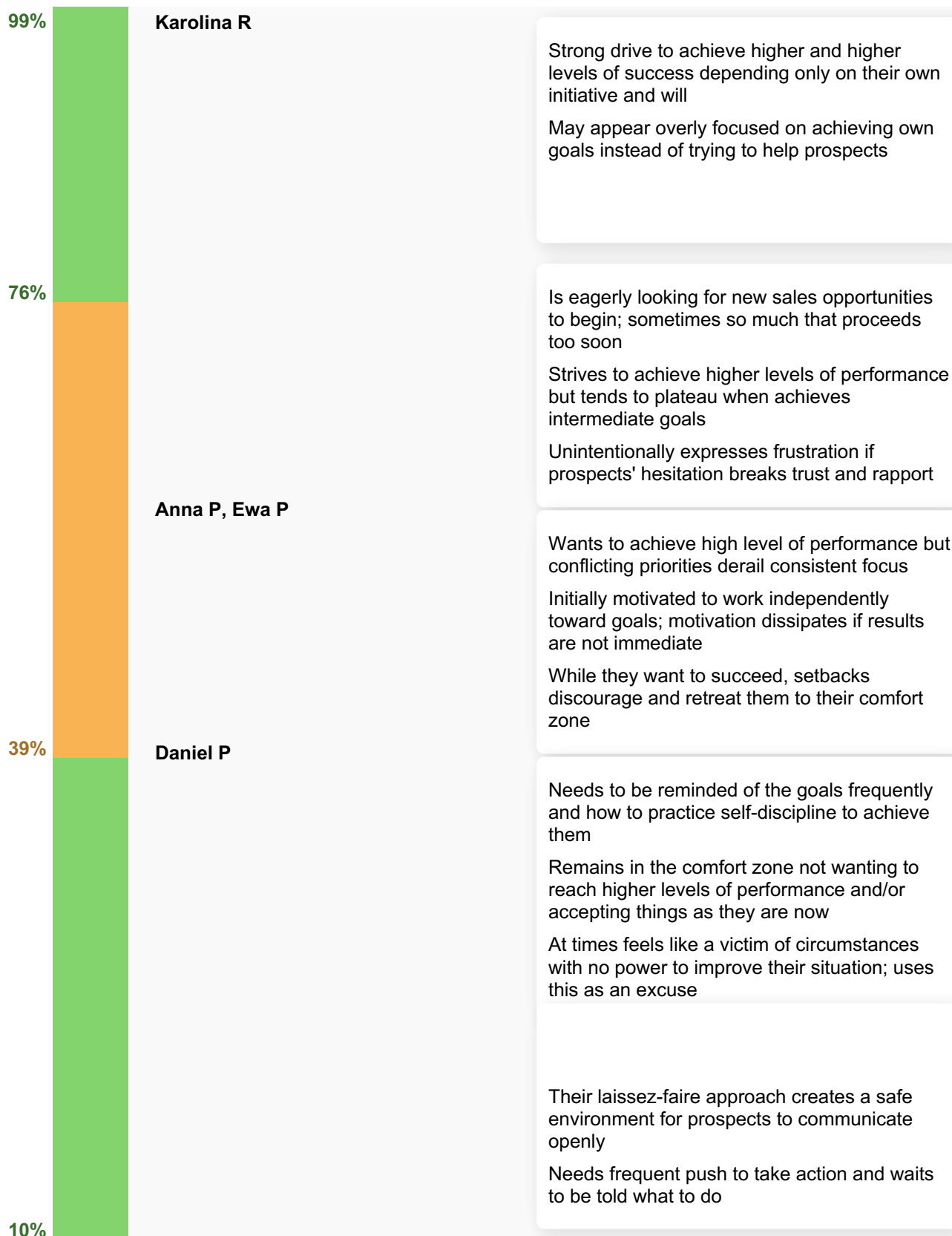
## Team Competence Summary / Active Listening



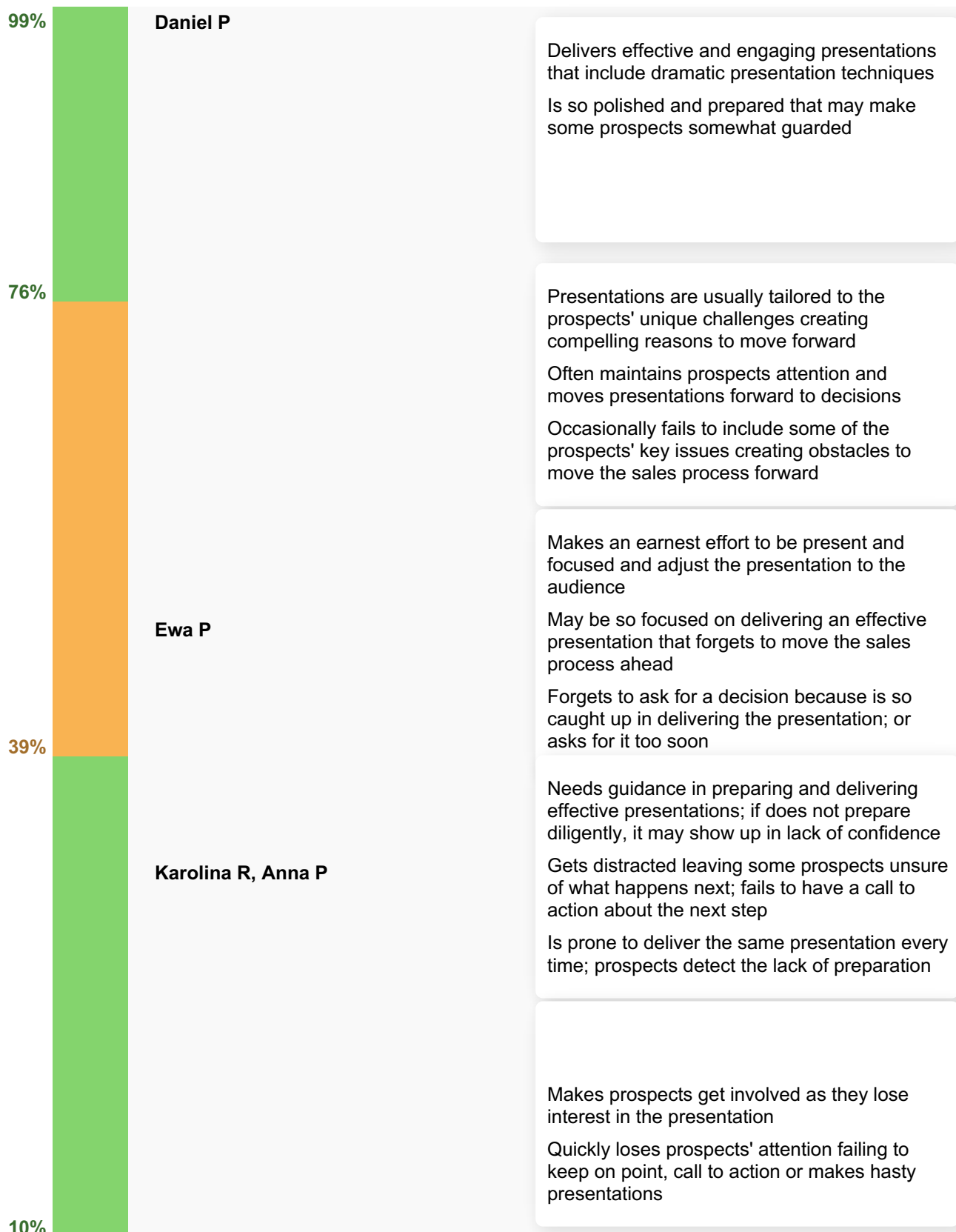
## Team Competence Summary / Critical Thinking



## Team Competence Summary / Initiative



## Team Competence Summary / Presenting



## Team Competence Summary / Time Management



## Team Competence Summary / Dealing with Failure



## Team Competence Summary / Determined Competitiveness





## Team Competence Summary / Money Concept



## Team Competence Summary / Emotional Detachment

